

**MANIKESHWAR KOTA**

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**PROFILE SUMMERY**

Having 3.3 years of experience in System Developer and Administrator & Application support, Analysis, Design in Salesforce Administration, Configuration and implementation. Extensive business knowledge and customization experience on various salesforce.com standard objects, Analyzed Sales, Customer Service and Customer Support business processes used by Salesforce.

* Involved in **Salesforce Application Setup activities, customization and implementation** of the apps to match the functional needs of the organization.
* Involved in gathering customer requirements from business user teams spread over the Sales and Customer service.
* Involved in creating a gap analysis document, clearly identifying the data, business process and workflows of the organization with respect to Salesforce implementation.
* Administrated and monitored the companies **Salesforce CRM Application.**
* Implemented **Security and Sharing Rules at object, field, and record level** for Different users at different levels of organization. Also **created various** **profiles** and Configured the permissions based on the organizational hierarchy.
* Proficiency in administrative level tasks like creating **Profiles**, **Roles**, **Users**, **Workflows & Approvals**, **Reports & Dashboards, Developed Formula fields, Rollup Summery Fields, Validation rules, OWD, Sharing Rules and Security Model.**
* Extensive work experience in designing **Custom Objects, Custom Fields**,
* **Record Types, Page Layouts, Custom Tabs, Custom Reports, Report Charts, Report Folders and Report** Extractions to various formats.
* Ensure data integrity by merging duplicate opportunities, contacts, and accounts.
* Performing mass uploads and updates of data as required.
* Configured the **Assignment Rules, Auto-Response Rules and Escalation Rule** etc.
* Working experience on Custom Settings and Custom Labels.
* Having knowledge in **Apex Triggers and Apex Classes**.
* Experience in **Lightning App Builder, Lightning Process Builder and Lightning Design System**.
* Extensive experience in data migration using **Apex Data Loader and Data Import Wizard**.
* Efficient in monitoring Apex asynchronous processing using Future Methods, Batch Apex, controlling processes with Queueable Apex and Scheduling Jobs using Apex scheduler.
* Extensive knowledge in querying salesforce.com database using **SOQL** & **SOSL** queries using Force.com.
* Extensive experience with various **Salesforce deployment methodologies including Change Sets**.
* Having good knowledge on Salesforce Integration using **REST API**.
* Experience in wide range of languages and technologies such as **HTML**, **CSS** and **JavaScript**.
* Extensive Experience of **Agile Scrum Methodology** of software engineering processes.
* Excellent team player, quick learner with good communication skills and Troubleshooting capabilities, Enthusiastic in learning and upgrading technical skills.

**TECHNICAL EXPERTISE**

**CRM** : Salesforce

**Salesforce** : Workflows, Process Builder, Lightning Flows, Lightning App Builder,

 Lightning Community Builder, Approval Process, Apex Classes,

 Triggers, Visualforce Pages, Approvals, Validation Rules, Reports,

 Dashboards, Sharing & Security Rules and Workflows.

**Languages** : Apex, Visual force.

**Web technologies** : CSS, JavaScript and HTML

**Databases** : Force.com

**Tools** : Service Now and Pivotal Tracker.

**EDUCATION SUMMARY**

* **Degree (B. A)** from **Dr.Br. Ambedkar University, Warangal** in 2019.

**EXPERIENCE SUMMARY**

* Working as a **Salesforce Developer** in **Mindtree**, since May-2019 to Till date

**PROFESSIONAL PROJECTS**

**PROJECT – 3**

**Project Name : Energy Inspectors.**

**Client : Energy Inspectors.**

**Team Size** : 8

**Role**  : Salesforce Developer

**Duration**  : April-2021 to Till date.

**Environment** : Salesforce.com, Force.com

**Description**

Providing a Salesforce platform to support capturing information about constructions of buildings. It automates the process of deciding building measurements of each area of the house and mandatory criteria to follow for newly constructed homes or buildings. Having Mandatory criteria in the system gives the technicians feasibility to follow everything on the go. Measuring Modules will decide all the required things quantity and quality to construct.

**Responsibilities**

* Customizing and developing the applications as per requirements.
* Handling Development issues like Owner updating based on Stage value, Opportunity Stage Validation.
* Creating Approval Process on Opportunity records.
* Created Workflow to set Opportunity stage to ‘Pending Approval’, IF The count of total consignment Products is greater than 36.
* Worked on Apex Classes to limit the sample products.
* Worked on Validation for unique PO# in opportunity record with in the same Account.
* Worked on Process Builder to create task, and assign to Marketing Queue, if stage is set to ‘Pending Approval’. The following details will be captured in the task Account should be the same as the Opportunity Account
* Worked on Flow’s to set the related Opportunity’s stage to “Draft Contract”, when the task of subject “Consignment Request needs MKGT Approval” is completed.
* Creating the Reports and Dashboards.
* Appling Validation rules on standard fields.
* Developed Custom Objects, Custom Reports and configured the Analytic Snapshots to dump the data on regular basis.
* Creating Apex Classes and Triggers for Validations and Functionality.
* Data migration using Data Loader.
* Creating/add and manage Users, Roles, Profiles and setting up sharing rules.
* Attended meetings to better understand the application and interacted with business analysts in Resolving the problems

**PROJECT – 2**

**Project Name** : **Insurance Management Application**

**Client**  : **Prudential Financial Inc.**

**Team Size** : 6

**Role**  : Salesforce Developer

**Duration**  : July-2020 to April-2021.

**Environment** : Salesforce.com, Force.com

**Description**

1. Prudential Financial Inc. is a leading insurance company; the goal of the project is to maintain all activities of the Insurance System. Any customer without visiting the office manually can view the policy details as: Policy amounts, Policy Premium dates, Bonus details and etc. through the web. The main purpose of the project is that any customer can pay the premium amount in any branch and they can pay the amount online.

Responsibilities

* Understanding and analyzing the requirements, and mapping them to Salesforce Functionality.
* Creating/add and manage Users, Roles, Profiles and setting up sharing rules.
* Involved in Customizing Custom Objects, fields, record types, forms and layouts, Custom tabs and applications.
* Maintaining Workflow rules and Approvals, Involved in creating relationships between The objects.
* Created Page Layouts to organize Fields, Custom Links, Related Lists and other components on Record Pages.
* Use SOQL & SOSL considering the Governor Limits for data manipulation using the apex code.
* Implemented various advanced fields like Picklist Fields, Master-Detail Fields,
* Custom Formula Fields, and defined Field Dependencies for custom Picklist fields.
* Created many of Roles and Profiles for the organization, which helps them in maintaining the Security for different individuals who are working in the organization.
* Developed and configured various Custom Reports and Report Folders for different user profiles based on the need in the organization.
* Worked on Data Loader, which helps us to perform CURD operation with the help of CSV files.
* Deploy using, Change sets for the sandbox to sandbox environments.
* Implemented the salesforce.com applications using Agile Scrum Methodology.
* Deployed components from Development environment to Sandbox and from Sandbox to Production using eclipse and change sets.

**PROJECT – 1**

**Project Name** : **Schneider Electric**

**Client : Schneider Electric**

**Team Size** : 10

**Role**  : Admin & Application support

**Duration**  : May-2019 to July-2020 .

**Environment** : Salesforce.com, Force.com

**Description**

1. Schneider Electric is an electric company that creates and develops products that help people conserve energy. Schneider Electric is leading the digital transformation of energy management and automation in homes, buildings, data centers, infrastructure, and industries. Schneider is the undisputable leader in Power Management – Medium Voltage, Low Voltage and Secure Power, and in Automation Systems. It provides integrated efficiency solutions, combining energy, automation, and software

Responsibilities

* Assisted Email to case, Web to case, customized case page layouts and case assignment rules.
* Admix with business users to revise and renew Software System Requirements, Business Process Requirements.
* Constructed junction objects and enabled various progressive fields like Validation Rules, Field Dependencies, Custom Formula Fields, Work Flows, Pick list, Field Updates, Email Generation and Approval Processes for automated alerts.
* Assisted on Record Types, Validation Rules, Triggers and Page Layouts.
* Generate Email Templates and also have knowledge in bulk emailing users.
* Delivered support for continuing salesforce.com maintenance and additional administration services including workflow, approvals and periodic data cleansing.
* Examined the necessities with business team and transformed the requirements into full technical necessities.
* Worked on developing standard/custom controllers, controller extensions and Visual Force pages.
* Advanced the Apex Triggers to safeguard the correct data entries in to the system.
* Enhanced, configured workflow rules, time triggered workflows, email templates resulting into actual web to lead communication with customers and partner portals.
* Planned and implemented Custom validation rules, Approval Processes and Auto-Response Rules for automating business logic.
* Created Tabs, Sharing Rules and Custom Objects as per the business needs.
* Shaped Dashboards and Reports as per the business needs.
* Specified user support and bug fixing actions.