

Sravani Yarlagadda

Business Analyst

Personal Details

Mobile:

+91 - 9010171110

Email:

sravanichowdary16@gmail.com

Location:

Vijayawada, India

Professional Profiles:

[LinkedIn](#)

[Salesforce Trailblazer](#)

Key Skills

Programming Languages: Apex, Visualforce

Web Technologies: HTML, CSS, JavaScript

Platform: Salesforce Classic and Lightning

Tools: Excel, Power BI

Other Significant Knowledge:

SOQL, SOSL, LWC, Rest API, Data Loader, Changelog

**SALESFORCE
CERTIFIED**

Administrator

**SALESFORCE
CERTIFIED**

Platform Developer I

Business Analyst with 3 years of experience in Salesforce Development, Administration and Sales Performance Analysis. Skilled in Salesforce Customization, Security Model, Workflows, Data validation, Relationships, Apex, Visual Force, Reports and Dashboards, Excel and Power BI. A self-motivator, team player and quick learner with strong problem-solving and communication skills.

Work Experience

Kaseya – Business Analyst

Jul 2020 - Current

Kaseya is the leading provider of complete IT infrastructure management solutions for managed service providers (MSPs) and internal IT organizations.

Accomplishments:

- Worked closely with Sales Operations and Marketing team to improve customer interaction and business sales using SFDC CRM best practices.
- Explored Sales process and sales terminology used in Kaseya.
- Analyzed and troubleshooted the existing SFDC automations and suggested improvements as per stakeholder requirements.
- Created and scheduled daily report (Power BI) for analyzing Salesforce Tasks performance of Sales Reps. Data from salesforce is dynamically updated in a Sharepoint Excel file using XL-Connector and refreshed in Power BI automatically.
- Supports ad-hoc data analysis requests from stakeholders.
- Troubleshoot tickets raised by Sales Reps related to their daily metrics displayed on their salesforce platform console.
- Evaluated the developed application functionality as per stakeholder requirements.
- Developed Salesforce and Excel reports for calculating MQLs for Existing Customer department.
- Used Microsoft Power Flow and Microsoft Forms to maintain and automate Marketing team ad-hoc requests. The flow sends an automatic update to add the form data into a Sharepoint Excel and drops a mail to concerned team regarding the new task submission.
- Create sales KPIs, reporting and analysis on weekly, monthly and quarterly basis.
- Collect and manage historic sales data from Salesforce and datalake on monthly and quarterly basis.
- Checked and cleansed Chargify and manual entry sales data of newly acquired company. Uploaded the data in SFDC org for better data analysis.
- Created various SFDC reports and dashboards to monitor sales expansion, net retention, churn, conversion rates, pipeline creation, etc.
- Analyzed third party marketing data and created required tasks in SFDC for Sales reps to maximize the business performance.
- Worked on business data analysis for multiple SFDC Orgs using Excel, XL-Connector and SOQL.
- Performed various operations on SFDC data using Data Loader.

Software Engineer (Salesforce) - Funding Request System, Genentech Inc.

Genentech Funding Request System is used to submit promotional funding requests, sponsorships, and corporate memberships.

Accomplishments:

- Created users, roles, profiles, etc., in SFDC org.
- Worked on creating permission sets, sharing rules and approval process.
- Created objects and fields, master-detail relationships, lookup and hierarchical relationships.
- Implemented validation rules and Workflows
- Created Page layouts, mini page layouts and compact layout.
- Worked on Apex triggers.
- Created Apex classes, Visualforce pages.
- Involved in integration with third party system using REST API.
- Created several reports and dashboards to represent approved amount under different funding categories.
- Hands-on knowledge with Data Loader

Certifications

Salesforce Certified Administrator

Salesforce Certified Platform Developer I

Education**B. Tech in Information Technology (2013 - 2017) – 8.27/10**

Velagapudi Ramakrishna Siddhartha Engineering College, Vijayawada, AP

Thank you for your time 😊