G . Hareesh

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**Professional Summary:**

Having **3 years 6 months** of experience in **Salesforce.com Sales Cloud .**

Experience in Configuration, Customization and Lightning. Hands on experience in configuring security settings by using Profiles, Permission Sets, Roles, OWD, Sharing Rules. Hands on experience in creating Page Layouts, Record Types, Public Groups, Queues as per the requirements and Workflow Rules, Process Builder and approvals to automate specific actions as per the business requirements.

**Technical Skills:**

Salesforce.com Skills : Salesforce CRM, Visual force, Apex, Lightning,

Tools : Apex Data Loader, Workbench, Visual Studio Code,

Web Technologies : HTML, CSS, JavaScript

**Educational Qualification:**

* Completed B.Tech from **JNTU** Hyderabad in the Year 2015 with an aggregate of **66.95%**

**Professional Experience:**

* Worked as Software Engineer in **HCL Technologies Pvt. Ltd, Bengaluru** from Aug -2017 to Sep-2020.
* Worked as Senior Software Engineer in **Preludesys India Pvt. Ltd, Chenni** from Oct -2020 to till date.

**Project: #1**

**Project name : Global Sales**

Client : Leading Airlines in Middle East.

Role : Developer

**Project Description:**

This Application is mainly about to Making & Tracking the Contract Agreements between Airlines with Travel agencies and Airlines with Corporate Companies. And the other module Business Cases it is a business strategies and promotional activities provided by airlines to its customers for an enhanced relationship, to drive account activation and generating revenue. They plan and provide these calculated strategies region wise. And Developed an instance called Account Development Planning. Account Development plan is to capture all the data for development of an account for each fiscal year. ADP is used to strategize to improve relationships with customers or clients of own and other airlines as well and convert them into opportunity with a set of Activities. And tracking the various types Commercial Gestures or special services provided by airlines to their customers for an enhanced relationship throughout the world wide and encouraging them to upgrade from Economy-Business, Business-First, First -Residence Class. And also this application is integrated with other partner airlines applications to create and access the data from other applications.

**Roles and Responsibilities:**

* Worked in agile methodology in a service/support based application by handling the day to day issues.
* Involved in case analysis and providing design and estimation to resolving the cases.
* Involved in client meetings for the high level estimations of Enhancement requirement.
* Involved in a discussion with End User to resolve the day to day support issues.
* Developed the Apex class, Apex Triggers, Process Builder, Flows and Workflows for Automatic the functionality.
* Created Custom Settings and Custom Labels to avoid Hard Coding in Apex classes and Apex triggers.
* Developed several Visualforce Pages to implement the custom functionality as per the business requirement.
* Developed the Asynchronous Apex such as Batch Apex, schedule Apex For long-running jobs with large data volumes that need to be performed in batches.
* Hands on experience in writing test classes to maintain the code coverage and succeed in deployment.
* Involved in deployment processes and maintained a deployment checklist for Pre-Deployment and Post-Deployment activities.
* Involved in Unit testing and UAT and preparing test script of Enhancement tickets.
* Created Reusable Lightning components across the Application.
* Implemented REST API and SOAP API integration with other Partner Airlines Salesforce Applications and external systems.

**Project: #2**

**Project name : TST- Timex Sales Tracker**

Client : Timex Group USA, Inc.

Role : Developer

**Project Description:**

Timex Sales Application is all about keeping track of orders and managing the people, processes and partnerships required to fill them. It involves keeping track of the order itself and managing data around the customer. This invention would like to propose for introducing of automation in sales Process and related reporting system in the organization. This process is targeted towards the complete lead management and relationship management with B2B clients.

**Roles and Responsibilities:**

* Created various custom objects as per requirement.
* Added custom fields to Standard objects like Leads, Accounts, Contact and agile methodology in a service based application by handling the day to day issues.
* Created Security settings for Roles and Profiles and managed Security Sharing Settings.
* Developed Validation Rules for the Custom Objects and Workflow rules and Approvals for some fields.
* Created various reports (matrix reports, pie charts, dashboards) and setup report folders to authenticate users based on their profiles (permissions).
* Involved in identifying, planning and implementing new salesforce.com features and functions (new screens, workflow, force.com objects, reports, apex classes, visual force pages, batch apex, and scheduled apex) to meet business requirements.
* Designed and deployed Custom tabs, Approval Processes and Auto-Response Rules for automating business logic.

**Declaration:**

I do hereby declare that all the above information is true to the best of my knowledge.

G.Hareesh