

# Aashay Wase

6, Indira Building, Phulenagar,  
Yerwada, Pune, India. 411019

M 8668853421

aashaywase@gmail.com

<https://trailblazer.me/id/awase>

## Profile

- Trailhead Ranger with 101 badges & 84075 points.
- 5x Superbadges

Determined to work in a Salesforce Ecosystem. Exceptionally well organized with a track record that demonstrates self-motivation, creativity, and initiative to achieve both corporate and personal goals. Deft in handling priorities, with a bias for action and genuine interest in personal & professional development. An enterprising individual with good interpersonal skills and a willingness to learn.

## Experience

Manager, Kotak Life, Pune, India – May, 2017 - Dec, 2019

- Built a Salesforce Application named 'Kotak Tracks' for my Team.
- Being an Administrator of 'Kotak Tracks' proactively kept track of all the leads generated from the Recruitment Activity and ensuring them to get closed in a set period of time.
- Organized and ran recruitment events for the branch.
- Planned goals and performance needs for employees in a periodic manner.
- Handled a Team Size of more than 100 advisors and recruited 15+ employees for the Organization.

## Project

### Kotak Tracks

- Application named Kotak Tracks was build on free Developer Org with 5 users for Agency Partners of Ghatkopar, Mumbai Branch.
- It was used to track all the Recruitment Activities, Lead Conversion, Policy Logins, Agent IRDA Status, IAP promotions, Renewals, etc.
- This was achieved using four major custom object and building logical relationship between them.
- Declarative features like Validation Rules, Process Builder and Approval process was implemented to solve insurance related Business Processes.

## Skills and Expertise

- Expertises in Marketing & Sales.
- Experience building Visual Force Pages, Visual Force Custom Controllers/ Components, Custom Objects, Reports, Dashboards, Tabs, Tags and Components.
- Worked on creating relationships and custom objects.
- Expertise in Force.com technology stack: APEX, Visual Force, SOQL, SOSL.
- Ample experience of using declarative features like validation rules, workflows, approval processes, sharing rules automation for satisfying complex business process automations.
- Created page layouts, search layouts to organize fields, custom links, related lists and other components on a record detail and edit pages.
- Worked extensively on various salesforce.com standard objects like Accounts, Contacts, Opportunities, Products, Cases, Leads, Campaigns, Reports and Dashboards.

Education	<ul style="list-style-type: none"> <li>• MBA from Sinhgad Institute of Management, Pune(Accredited by National Board of Accreditation, New Delhi) in 2017 (Secured 7.5 CGPA)</li> <li>• B.E (Electronics &amp; Telecommunication) from S.B.JAIN.I.T.M.R (affiliated to Nagpur University) in 2015 (Secured 61%)</li> <li>• XII from BKV college, Nagpur (State Board) in 2011 (Secured 61%)</li> <li>• X from Mahatma Gandhi High School (State Board) in 2008 (Secured 82%)</li> </ul>
Salesforce Project	<ul style="list-style-type: none"> <li>• Recruitment Application</li> <li>• Leave Management System</li> <li>• Hospital Management System</li> <li>• Kotak Tracks</li> </ul>
Date Of Birth	27-10-1992
Linguistic Ability	English, Hindi & Marathi