Patil B

Associate Salesforce Developer, 3+ years experience
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Associate Salesforce Consultant with expertise in LWC, Apex, integrations, and multiple certifications. Passionate Trailblazer with client appreciation for innovative projects.

INDUSTRIES: Hospitality, Healthcare, Hospitality and Travel Booking

TECHNICAL SKILLS

• Apex	2 years & 6 months
• Apex Class	2 years & 6 months
• Apex Triggers	2 years & 10 months
• LWC	2 years & 10 months
• Visualforce	2 years

PROJECT DETAILS

• CGH Earth

Project Description: Project Description: CGH Earth is a prominent travel experience company that organizes exceptional travel experiences across multiple destinations in southern India. Established in 1954 with its flagship property, the Casino Hotel, in Willingdon Island, Kochi, CGH Earth is a family-owned enterprise renowned for its unique and enriching travel offerings.
Responsibilities: Roles and Responsibilities: Configured Salesforce Sales Cloud to streamline app management and enhance sales processes. Implemented lead management features, including web-to-lead and email-to-lead functionalities. Deployed Einstein Bots within the Community Cloud to automate lead creation and improve customer engagement. Integrated Salesforce with Facebook and Instagram to enhance social media interactions and data synchronization. Received client appreciation for implementing Facebook and Bot integration for messaging sessions, which optimized communication and engagement.
Technologies: Sales Cloud , Flow, Trigger,LWC
Industry: Hospitality

• Appasami Associates

Project Description: Project Description: Since 1978, Appasamy Associates and its group of companies have been leading manufacturers and distributors of ophthalmic diagnostic and surgical equipment, intraocular lenses (IOLs), microsurgical instruments, and ophthalmic pharmaceuticals. We implemented Salesforce to meet their diverse business needs.
Responsibilities: Roles and Responsibilities: Configured Salesforce Sales Cloud and Service Cloud to support comprehensive sales and service processes. Implemented lead management functionalities, including web-to-lead and email-to-lead. Customized notifications using flows for product tracking, service call reminders, and service due alerts. Designed and created a role hierarchy with over 1,000 roles to cater to various departmental needs.
Technologies: Sales and Service Cloud, LWC, Flows
Industry: Healthcare

• Tamara Leisure Experience

Project Description: Project Description: Tamara Leisure Experiences is dedicated to creating exceptional hospitality experiences that prioritize people, planet, and profit. The company embodies a deep commitment to sustainability and community, evident in every resort, hotel, and wellness center they launch. The goal is to set an example by designing memorable experiences that harmonize environmental stewardship with outstanding service

Responsibilities: Roles and Responsibilities: Configured Salesforce Sales Cloud to enhance sales processes and customer relationship management. Implemented lead management functionalities, including web-to-lead and email-to-lead. Customized notification flows for booking confirmations, reservation reminders, and guest feedback alerts. Developed a screen flow for opportunity stages, displaying fields relevant to each specific stage to streamline data entry and management.

Technologies: Sales Cloud, Community Cloud, LWC, Flow, Trigger

Industry: Hospitality and Travel Booking

EMPLOYMENT HISTORY

• Associate Salesforce Consultant

Description: As an Associate Salesforce Consultant/Developer, I contribute to designing, developing, and implementing Salesforce solutions to meet client requirements. I specialize in analyzing business needs, customizing Salesforce applications, and automating processes using declarative and programmatic tools. My role involves collaborating with stakeholders, enhancing system functionalities, and ensuring efficient integration with other platforms to drive business growth. Key Responsibilities: Analyzing client requirements and translating them into Salesforce solutions. Developing custom Salesforce applications using Apex, Visualforce, and Lightning Web Components. Configuring Salesforce workflows, process builders, flows, and validation rules. Assisting in data migration, integration, and API management for seamless connectivity. Providing technical support, training, and maintenance for Salesforce applications. Adhering to best practices in code development, testing, and documentation.

CERTIFICATION

- Salesforce Certified Platform App Builder by Salesforce 2024
- Salesforce Certified Data Cloud Consultant by Salesforce 2024
- Salesforce Certified Platform Developer I by Salesforce 2022
- Salesforce Certified Administrator by Salesforce 2021

EDUCATION

- Bachelors degree in Mechanical from Shivaji University 2013 - 2020

LANGUAGES

• English - advanced

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