Abhay Wanskar P

Salesforce Developer, 2+ years experience
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Having 2.5+ years of IT experience invarious stages of Software Development which includes as Salesforce CRM Developer, Administrator on Salesforce.com platform. Experience in implementing technology-enabled business solutions. Possess knowledge of CRM processes like Sales, Customer Service and Customer Support, Businessprocesses and recommended solutionsto improvetheir processes using salesforce.com. I haveprovidedSalesforce solutionsto clientsrangingfrom Salesforce Sales Cloud, Service Cloud, Marketing Cloud. Experience in Administration, Configuration, Implementation of Salesforce CRM and Apex Language. Experiencein SFDC development using LightningWebComponents, Apex classes and Trigger and SOQL, SOSL. Proficiency in SFDC Administrative tasks like creating and customizing Profiles, Roles, Users, Page Layouts, Email Services, Approvals, Workflows, Validation rules, Reports, Dashboards, Tasks and Events. Experiencein datamigration using Import wizard andApex Data Loader. ExperienceincustomizingSalesforceCRMfor generating web-to-leadsand web-to-cases. Expertise in SFDC Development using Lightning Application, Apex Language, Classes, Triggers, Custom Objects, Reports and Dashboards, Profiles, Creating Roles, Page Layouts, Org - Wide default, Sharing rules, Work Flows. Hands on experience in implementing 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.

INDUSTRIES: Sales

TECHNICAL SKILLS

• Apex Triggers	2 years & 3 months
• Force.com platform	2 years & 7 months
• Workflow & Approvals	2 years & 5 months
• SOQL and SOSL	1 years & 4 months
• Agile Scrum	1 years & 6 months

PROJECT DETAILS

• Online Registration NGO Singapore)

Project Description: Created custom objects to store the organizations data as per the business requirement Handled and assigned task to the team. Worked on customization of Page Layouts, Field Level Security, Organization Wide Defaults and Sharing rules, Profile Settings, Roles and Validation rules. Worked extensively in areas of implementation, customization of business model. Worked on Relationships, Master Details, Lookup and Many to Many Relationships Worked on Flows, Approval Process, Emails Templates etc. Designed automated and custom solutions according to requirements and challenges faced. Created users, roles, public groups and implemented role hierarchies.

Responsibilities: Created custom objects to store the organizations data as per the business requirement Handled and assigned task to the team. Worked on customization of Page Layouts, Field Level Security, Organization Wide Defaults and Sharing rules, Profile Settings, Roles and Validation rules. Worked areas of implementation, customization of business model. Worked on Relationships, Master Details, Lookup and Many to Many Relationships Worked on Flows, Approval Process, Emails Templates etc. Designed automated and custom solutions according to requirement sand challenges faced. Created users, roles, public groups and implemented role hierarchies, sharing rule sand record level permissions to manage sharing access among different users. Involved in Service Cloud, Sales Cloud Application Setup activities and customized the apps to match the functional needs of the organization. Used SOQL & SOSL for data manipulation needs of the application using platform database objects Performed the detailed analysis of functional and technical requirements, designed & deployed the custom objects, identified the lookup and master-detail relationships, and created the junction objects. Provided data access reports to Compliance and Security ensuring that data and roles are properly.

Technologies: Apex,SOSL, SOQL.

Industry: Sales

• Automated Recruitment

Project Description: Integrated Salesforce sales cloud with Marketing Cloud to streamline data transfer for recruitment process. Automated end-to-end recruitment workflows using Journey Builder in Marketing Cloud. Utilized Automation Studio for data segmentation and process automation. Leveraged Mobile Studio for candidate communication and engagement. Ensured seamless recruitment journey, enhancing efficiency and user experience.

Responsibilities: Integrated Salesforce salescloud withMarketing Cloud to streamline datatransfer for recruitment process. Automated end-to-end recruitment workflows using Journey Builder in Marketing Cloud. Utilized Automation Studio for data segmentation and process automation. Leveraged Mobile Studio for candidate communication and engagement. Ensured seamless recruitment journey, enhancing efficiency and user experience. Monitored and analyzed recruitment campaign performance metrics to optimize workflows and engagement strategies. Collaborated with cross-functional teams to align recruitment strategies with business objectives. Conducted testing and troubleshooting to ensure flawless execution of automated journeys and communications.

Technologies: Apex,SOSL, SOQL.

Industry: Sales

EDUCATION

• Bachelors degree in Engineering from Yeshwantrao Chavan College of Engineering, 2018 - 2022

LANGUAGES

• English - intermediate

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