Doiphode N

Salesforce Developer, 4+ years experience
Hyderabad, India
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Certified Salesforce Developer with over 4 years 1 month of experience designing, developing, and implementing scalable Salesforce solutions across Sales Cloud, Service Cloud, and Experience Cloud. Proven expertise in Apex, Visualforce, Lightning Web Components (LWC), and integrations using REST/SOAP APIs. Skilled in translating complex business requirements into robust, user-friendly solutions that enhance CRM functionality and user adoption. Adept at leading cross-functional teams, mentoring junior developers, and managing end-to-end development lifecycle in Agile environments. Salesforce Platform Developer I & II certified, with a strong track record of delivering enterprise-level applications that drive efficiency and ROI.

INDUSTRIES: Education

TECHNICAL SKILLS

• Slaesforce	4 years
• Salesforce Administration	4 years
• Automation	4 years
• Data Management	4 years
• Agile and Scrum Environment	4 years

PROJECT DETAILS

• NA

September-2025 - September-2025

Project Description: NASALESFORCE ADMINISTRATION & CONFIGURATION AUTOMATION (FLOWS, PROCESS BUILDER, APPROVAL PROCESSES) DATA MANAGEMENT (DATA LOADER, DATA IMPORT WIZARD, WORKBENCH, XL CONNECTOR

Responsibilities: designing, developing, and implementing scalable Salesforce solutions across Sales Cloud, Service Cloud, and Experience Cloud. Proven expertise in Apex, Visualforce, Lightning Web Components (LWC), and integrations using REST/SOAP APIs. Skilled in translating complex business requirements into robust, user-friendly solutions that enhance CRM functionality and user adoption. Adept at leading cross-functional teams, mentoring junior developers, and managing end-to-end development lifecycle in Agile environments. Salesforce Platform Developer I & II certified, with a strong track record of delivering enterprise-level applications that drive efficiency and ROI.

Technologies: NA

Industry: Education

• Educate September-2021 - June-2025

Project Description: Managed and maintained the Salesforce-based infrastructure supporting Educate, which includes two key portals: School Portal and Family Portal

Responsibilities: School Portal: Developed on Salesforce Lightning Experience, enabling school staff to review, process, and manage financial aid applications and student data. Family Portal: Built on Salesforce Classic, allowing parents to register, submit aid applications, and communicate with schools. SALESFORCE ADMINISTRATION & CONFIGURATION AUTOMATION (FLOWS, PROCESS BUILDER, APPROVAL PROCESSES) DATA MANAGEMENT (DATA LOADER, DATA IMPORT WIZARD, WORKBENCH, XL CONNECTOR) CHANGE MANAGEMENT & RELEASE DEPLOYMENT (CHANGE SETS, SANDBOXES) USER TRAINING & SUPPORT AGILE/SCRUM ENVIRONMENTS Designed and managed a comprehensive Lead Management System in Salesforce to track the full lead lifecycle, streamline sales activities, and maintain product engagement data. Developed and configured a custom Lead Management System within Salesforce to support end-to-end lead tracking and sales process optimization. Our Lead Management System is designed to track the complete lifecycle of leads, manage sales activities, and maintain product-related information efficiently. Implemented a Lead Scoring model in collaboration with sales and marketing to rank leads based on sales-readiness, enabling better prioritization and faster conversions

Technologies: Salesforce

Industry: Education

EMPLOYMENT HISTORY

• Software Engineer September-2021 - June-2025

Description: designing, developing, and implementing scalable Salesforce solutions across Sales Cloud, Service Cloud, and Experience Cloud. Proven expertise in Apex, Visualforce, Lightning Web Components (LWC), and integrations using REST/SOAP APIs. Skilled in translating complex business requirements into robust, user-friendly solutions that enhance CRM functionality and user adoption. Adept at leading cross-functional teams, mentoring junior developers, and managing end-to-end development lifecycle in Agile environments. Salesforce Platform Developer I & II certified, with a strong track record of delivering enterprise-level applications that drive efficiency and ROI.

EDUCATION

• Bachelors degree in Computers from G.H. RAISONI COLLEGE OF ENGINEERING & MANAGEMENT 2018 - 2021

LANGUAGES

• English - intermediate

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