Hammad A

Analyst, 3+ years experience
Pune, India
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Salesforce Developer with 3 years of experience delivering scalable solutions across Sales Cloud, Service Cloud, and Revenue Cloud. Skilled in Apex, Lightning Web Components, Flows, and automation, with expertise in designing efficient business processes, handling large data operations, and implementing secure, maintainable Salesforce platforms. Experienced in Agile environments, deployments, and production support, with a strong focus on code quality and user experience.

INDUSTRIES: IT Services Software, IT services

TECHNICAL SKILLS

• LWC	3 years
• Apex Class and Triggers	3 years
• Salesforce Administration	3 years
• Visual Force	3 years
• Salesforce Flows & Process Automation	3 years
• Opps	3 years

PROJECT DETAILS

• Sales Cloud Implementation July-2023 - September-2024

Project Description: We successfully delivered a Salesforce Sales Cloud implementation for a client in the customer experience and cloud contact center solutions domain. The platform now serves as the core system for managing the entire sales journey, including lead capture, qualification, and opportunity tracking, enabling improved visibility, consistency, and scalability across the clients sales operations.
Responsibilities: Responsible for supporting the design, development, and delivery of Salesforce Sales Cloud solutions by implementing automation using Flows and Apex, developing custom Lightning Web Components, and enabling efficient lead and opportunity management. Actively contributed across the full Agile development lifecycle, including security configuration, deployments, and production support, while following enterprise-level source control and code review practices to ensure a stable and scalable Salesforce platform.
Technologies: Salesforce Sales Cloud
Industry: IT Services Software

• Revenue Cloud Implementation

Project Description: We are working on a Salesforce Revenue Cloud implementation for one of our clients in the IT services and cybersecurity domain. Salesforce is being used as a central platform to manage the complete revenue lifecycle from lead conversion through quoting, ordering, and billinghelping the client scale and standardize their sales operations.
Responsibilities: Responsible for designing and delivering scalable Salesforce solutions by automating business processes through Flows and Apex, developing efficient Lightning Web Components, and implementing quoting automation with custom UI development and backend Apex logic to support complex quoting processes. Actively contributed across the full development lifecycle in an Agile environment, handled large-scale data operations using Batch and Scheduled Apex, implemented secure access controls, managed deployments and production support, and followed enterprise-level source control and code review practices to ensure a stable, secure, and high-quality Salesforce platform.
Technologies: Salesforce Revenue Cloud
Industry: IT services

EMPLOYMENT HISTORY

• Analyst

Description: Responsible for designing and delivering scalable Salesforce solutions by automating business processes through Flows and Apex, developing efficient Lightning Web Components, and handling large-scale data operations using Batch and Scheduled Apex. Actively contributed across the full development lifecycle in an Agile environment, implemented secure access controls, managed deployments and production support, and followed enterprise-level source control and code review practices to ensure a stable, secure, and high-quality Salesforce platform.

• BTA Intern January-2023 - June-2023

Deloitte USI

Description: Gained hands-on experience in an enterprise Salesforce delivery environment, developing expertise in Apex, Salesforce Flows, security models, and deployment standards. Contributed to live projects by implementing development tasks, building and executing Apex unit tests with 85%+ code coverage, and configuring field-level security, object permissions, profiles, and permission sets in line with enterprise governance. Applied role-based permissions and sharing rules to establish compliant access controls, and earned conversion to a full-time Salesforce Developer role based on consistent delivery, technical ownership, and high-quality code.

CERTIFICATION

- Salesforce Agentforce Specialist by Salesforce 2025
- Salesforce Certified Administrator by Salesforce 2025
- Salesforce Platform Developer 1 by Salesforce 2025
- Salesforce Certified AI Associate by Salesforce 2024

EDUCATION

- Masters degree in Computer Science from NIT Calicut 2021 - 2023

LANGUAGES

- English - native

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