Yadav K

Salesforce Developer, 6+ years experience
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I am a dynamic and results-driven Salesforce Developer with over 5 years of hands-on experience in Salesforce development and administration, specializing in Sales Cloud and Service Cloud. My expertise lies in designing, developing, and implementing scalable, secure, and high-performance solutions that align seamlessly with business objectives. I bring a strong command of Apex, Visualforce, Lightning Web Components (LWC), SOQL, and REST/SOAP APIs, enabling me to deliver customized applications and integrations that enhance user experience and operational efficiency. Throughout my career, I have successfully led projects involving workflow automation, process optimization, and system integrations, ensuring that organizations maximize the value of their Salesforce investment. I am adept at collaborating with cross-functional teams, gathering requirements, and translating complex business needs into innovative technical solutions. My ability to balance technical depth with business understanding has consistently earned recognition from clients and stakeholders. Passionate about continuous learning, I stay updated with the latest Salesforce releases and emerging technologies to deliver forward-thinking solutions. With a proven track record of improving sales processes, streamlining service operations, and driving digital transformation, I am committed to helping organizations achieve measurable success through Salesforce innovation.

INDUSTRIES: Finance, Real Estate

TECHNICAL SKILLS

• LWC	5 years & 7 months
• Jenkins	5 years & 7 months
• Gearset	5 years & 7 months
• COPADO	5 years & 6 months
• Jira	5 years & 7 months
• JavaScript	5 years & 7 months
• Azure	5 years & 7 months
• Experience cloud	5 years & 7 months
• service cloud	5 years & 7 months
• Agile Methodologies	5 years & 7 months
• Salesforce DevOps	5 years & 7 months
• Process builders	5 years & 7 months
• Apex Triggers	5 years & 7 months
• SOQL	5 years & 7 months
• Visualforce	5 years & 7 months
• sales cloud	5 years & 7 months
• Lightning	5 years & 7 months
• Apex	5 years & 7 months
• Git	5 years & 7 months

PROJECT DETAILS

• Account Forecasting Module

Project Description: Develop a custom Forecasting solution on Salesforce Experience Cloud for Quaker Windows & Doors, covering both Residential and Commercial Account Forecast modules. The system enables Sales Representatives to create, adjust, and submit quarterly and yearly revenue forecasts, improving visibility and accuracy in financial planning.
Responsibilities: Designed and implemented Lightning Web Components for Residential and Commercial Account Forecast pages. Built interactive data tables displaying key metrics such as Opportunity Revenue, Actual Revenue, Open Orders, Market Lift Percentage, and Adjusted Forecast Revenue across fiscal quarters. Developed Apex controllers to compute Year-To-Date, Year 1 to 3 Forecasts, and New Product Forecasts dynamically using optimized SOQL queries. Implemented Save and Submit Forecast functionality with backend validation and approval routing between Sales Representatives and Approving Managers. Added filtering and search capabilities (QMA, Account, Revenue Range, New Customer) for efficient and flexible data exploration. Ensured a responsive, consistent UI using SLDS and custom CSS, delivering a smooth Experience Cloud interface.
Technologies: Lightning Web Components (LWC), Apex, SOQL, CSS, SLDS
Industry: Finance

• Real Estate Market Data Modules

Project Description: Synchronization of real estate property data. Property management. Implementation of a custom approval process for property listing
Responsibilities: Developed a REST API integration for realtime property listing synchronization. Integrated with Zoopla for property market data and pricing trends. Integrated with Fix flow to retrieve property maintenance costs for accurate assessment. Integrated with Rightmove to gather additional property information and compare prices. Created Lightning Web Components to facilitate property management within Salesforce, allowing users to view, edit, and update property information efficiently. Implemented a custom approval process for property listings, requiring approval after photographer uploads. Configured Salesforce for efficient property management, customer communication, and data organization. Leveraged Azure for seamless deployment of Salesforce customizations and configurations, ensuring efficient utilization of cloud resources and scalability.
Technologies: Rest API, Apex, LWC, Azure, Visualforce, MVC architecture
Industry: Real Estate

EMPLOYMENT HISTORY

• Salesforce Developer

Description: Collected and analyzed requirements across Lines of Business (e.g., Keystone First, Select Health, Louisiana Healthcare Connections). • Designed scalable workflows in Salesforce Service Cloud for case management and care coordination. • Integrated Salesforce with Facets for real-time member/provider data access. • Defined user stories, acceptance criteria, and process flows aligned with healthcare operations. • Supported Tenfold CTI implementation for seamless call handling and interaction logging. • Ensured HIPAA and state-specific compliance through detailed documentation and validation. • Facilitated UAT, stakeholder demos, and end-user training for successful rollout.

CERTIFICATION

- Salesforce Certified Platform Developer I by 0
- Salesforce Agent Force Specialist by 0
- Salesforce Certified AI Associate by 0

EDUCATION

• Bachelors degree in IT from RGPV 2014 - 2019

LANGUAGES

• English - advanced

END OF DOCUMENT
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