**HARSHAL GOSAVI**

*Salesforce Developer*

## Availability

Full time

## Roles

* Salesforce Administrator
* Salesforce Developer

## Functions and Specializations

* Salesforce.com
* Sales, Services and Marketing

## Representative Clients

* Sforce Technoloy Pvt Ltd.
* Aiprous Technologies Pvt. Ltd.
* Techila Global Services
* Creazione Software
* FREELANCE

## Languages

* English
* Hindi
* Marathi

## Education, Licenses & Certifications

* M.E from SPPU, Pune, India.
* Salesforce Certified Administrator(ADM-201)

## Contact Info.

* [harshalgosaviam@gmail.com](mailto:harshalgosaviam@gmail.com)

# BACKGROUND

* 1. + years of rich experience in Java and CRM – Salesforce Implementation and Support, this comprises configurations and custom development across various domains.

Worked in all phases of SDLC such as Requirement Gathering and Analysis, Design, Configuration, Development, Testing and Deployment.

# PROFESSIONAL AND INDUSTRY EXPERIENCE

* Experience in Salesforce Development using Apex Classes and Triggers, SOQL, Asynchronous apex, Test Classes and Integration.
* Experience in Lightning Development using Event, Controller, Helper, and Lightning Data Service.
* Data migration from Excel to Salesforce using different data tools.
* Proficient in SFDC Administrative tasks like creating Roles, Profiles, Page Layouts and Assignment rules, Sharing Rules, Manage Users, Data Updates.
* Proficient in designing of Custom objects, Custom fields, page layouts, Custom Tabs, Object Relationships and Custom Application.
* Configuration – Validation Rule, Workflow Rules, Auto-Response Rules, Approval Processes, Translations workbench, Process Builder, Flows, ales Process, Page Layouts.
* Having experience in Sales Process, Record Types and various Salesforce.com objects like Lead, Account, Contact, Opportunity, Price Book, Quotes and Product Line Item.
* Developed and configured various Reports and Dashboards for different user profiles based on the user requirement.
* Good Communication Skill, Self-motivated Team Player with the ability to work individually and in a Team.

# TECHNICAL SKILLS

**Technologies**: Salesforce Configurations, Apex, VisualForce, Lightning, Aura Framework, JavaScript, CSS, HTML.

**Misc Tools**: Data Loader, Eclipse, Developer Console, Workbench

**Functional**: Salesforce Sales Cloud, Salesforce Marketing Cloud

## WORK EXPERIENCE

* + 1. **Technical Analyst, sForce Technology Pvt Ltd.**

**Duration: Jun’18 – Till Date Client: Amdocs**

**Project: Lightning Components for Sale Cloud. Role: Salesforce Developer**

Creating custom lightning components for utility bar like Custom Links, Recycle Bin etc. Implemented new roll up functionality in lightning which is applicable for lookup relationship. In that user can select a parent and child object and select parent object filed on which they want result and select child filed which is roll up.

## Responsibilities:

* + - * Gathered the requirements and document the requirements.
      * Created lightning components and controller.
      * Created and invoke Apex controller methods to read data from custom objects.
      * Used component events and public methods to enable communication between tightly coupled components.
      * Effectively recycled client-side cache and reduced the server calls at the time retrieving the data.
      * Considered the Custom Label to store the fields API names, and used in Apex class.
      * Worked on Dynamic SOQL to create runtime SOQL string.
      * Writing Apex class, Apex Trigger and Unit Test Classes.

**Environment:** Salesforce.com, Lightning, Aura Framework, Lightning Data Service, Standard Objects, Lightning Design System, Configuration, Apex, Validation Rule, Workflow Rules, Flow, Process Builder, Approval Process.

## Technical Analyst, Aiprous Technologies Pvt. Ltd.

**Duration: Dec’17 – May’18**

**Type: Freelance**

**Project: Salesforce Customization Role: Salesforce Developer**

Customize the Salesforce standard opportunity page in salesforce lightning. Created custom button for clone functionality, pop-up new form after click on clone button with selected fields by Admin and readable fields cannot display in cloned record. Change the Detail page and compact layout of opportunity record. Minimize the landing time of opportunity record page.

## Responsibilities:

* + - * Gathered the requirements and document the requirements.
      * Created lightning components and controller.
      * Created and invoke Apex controller methods to read data from custom objects.
      * Used component events and public methods to enable communication between tightly coupled components.
      * Effectively recycled client-side cache and reduced the server calls at the time retrieving the data.
      * Considered the Custom Label to store the fields API names, and used in Apex class.
      * Worked on Dynamic SOQL to create runtime SOQL string.
      * Writing Apex class, Apex Trigger and Unit Test Classes.
      * Used Process builder, WorkFlow and Approval Process to automate opportunity process.
      * Created Reports using various report types.
      * Worked on Data Import wizard, Data Loader and Dataloader.IO.

**Environment:** Salesforce.com, Lightning, Aura Framework, Lightning Data Service, Standard Objects, Lightning Design System, Configuration, Apex, Validation Rule, Workflow Rules, Flow, Process Builder, Approval Process.

## Technical Analyst, CodeMap Technologies Pvt. Ltd.

**Duration: Mar’ 17 – Nov’ 17**

**Type: Freelance**

**Project: Sales Cloud Configuration and Customizations Role: Salesforce Developer**

To enhance the Sales Process for their Sales and Support teams by customizing Leads, Accounts, Contacts, Opportunities, Reports and Dashboards, Data Management. Worked on User Management and Chatter Implementation for internal users. Configuration of Salesforce.com application to incorporate various standard functionality like Leads, Accounts, Contact, Activity, Campaign, Products and Territory Management etc. were done. Creation and customization of various objects, fields, record types, Workflow and Approval Processes, Triggers, Controllers, Escalation rules, Assignment rules, Validation rules, sophisticated Visualforce Pages, Custom fields, Email Services, and Sharing rules were done as per business needs of the client.

## Responsibilities:

* + - * Interact with various business team members to gather the requirements and document the requirements.
      * Analyzed the Scope of the Requirements and managed requirements to avoid Scope Creep.
      * Worked on creating various custom fields and objects.
      * Created various Reports and Dashboards.
      * Handled Data cleanup and imported new data in various objects.
      * Automate the process using Process Builder, Approval Process and Workflow.
      * Created number of users as per organization requirement and managed their profiles and roles as per business requirement.
      * Customized Business Lifecycle stages and Record Type and Page Layouts to achieve complex Business Processes.
      * Designed the optimal Approval solutions using Approval Process for the customer product base.
      * Prepared Functional Document.
      * Writing Apex class, Apex Trigger and Unit Test Classes.
      * Implemented Chatter for inside sales users to collaborate and discuss on pricing strategies, product workarounds.
      * Prepared Weekly Status Reports.

**Environment:** Salesforce.com, Configuration, Validation Rule, Workflow Rules, Flow, Process Builder, Approval Process, Email Template.Salesforce.com, Apex, Lightning, Yelp API, Google Geolocation API, Account and Contacts, SLDS(Salesforce Lightning Design System).

## Trainee, CodeMap Technology Pvt. Ltd.

**Duration: Mar’ 16 – Feb’ 17**

**Role: Associate Analyst**

A custom Lightning page, surfaced in Lightning Experience, the Salesforce App, and a Lightning application, that enables sales associates to enter information about their customers’ boats. Enable team members to post comments and ratings about their experiences when they inspect each boat.

The custom search engine to filter the list of boats based on boat type (such as fishing boat, pleasure boat, party boat) in order to match customer requests with the boating inventory.

In the Recruitment App, track recruitment data, create custom objects such as Position, Candidate, Job Application, Review, Job Posting, and Employment Website. Security and sharing rules were built into the app to control what specific users can or can't see.

## Responsibilities:

* Efficiently and effectively converted Salesforce Lightning Design System markup into a fully functional Lightning component.
* Created and invoke Apex controller methods to read data from custom objects.
* Used application, component events and public methods to enable communication between components.
* Used Lightning Data Service to read and write custom object data.
* Track positions in all stages of the process, from those that are open to those that have been filled or canceled.
* Track all of the candidates who apply for a particular position, including the status of their application
* Track the posting of jobs on external employment websites, such as Monster.com.
* Allow employees to post reviews for candidates whom they've interviewed.
* Provide security for the recruiting data so that it's not mistakenly viewed, edited, or deleted by employees who shouldn't have access.
* Include reports that give users an overview of recruiting status.
* Writing Apex class, Apex Trigger and Unit Test Classes.
* Implemented Chatter for inside sales users to collaborate and discuss on pricing strategies, product workarounds.
* Automated Business process to work for both single maintenance requests and bulk requests using Trigger and Apex Classes
* Implemented REST callout to an external warehouse system to get data that need to be updated.
* Implement Batch Asynchronous Apex to perform bulk operation.
* Used Schedulable Apex to update Salesforce data during off business hours.

**Environment:** Salesforce.com, Configuration, Validation Rule, Workflow Rules, Flow, Process Builder, Approval Process, Email Template.Salesforce.com, Apex, Lightning, Yelp API, Google Geolocation API, Account and Contacts, SLDS(Salesforce Lightning Design System).