Vamshi Eranti

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PROFESSIONAL SUMMARY

Results-oriented Sr. Salesforce Lead Developer with over **12+ years** of experience in information technology, including about **8 years** as a Sr. Salesforce Lead Developer. Specialized in custom development, migration, and integration activities. Committed to delivering optimal solutions with quantifiable business value, collaborating with cross-functional teams, and driving excellence in development practices.

- *Agile Project Management:* Successfully delivered projects within diverse team sizes, applying Agile methodologies to ensure efficient development cycles.
- *Salesforce Development:* Extensive experience in developing on the multitenant force.com platform, specializing in **lead-to-cash** processes across **Sales Cloud, Service Cloud**, and exposure to Financial Service Cloud
- *Lightning Components:* Proficient in creating custom reusable components using both **Lightning Web Components (LWC)** and Aura framework.
- *Integration Expertise:* Established seamless integrations with external applications through **SOAP** and **REST APIs**, including significant integrations with **DocuSign** for enhanced opportunity timelines and product launches.
- *Automation:* Developed efficient **trigger** handlers, batch **Apex classes, flows**, and process builders to automate complex business processes and ensure optimal efficiency.
- *Salesforce CPQ:* Customized Salesforce CPQ functionalities, enabling streamlined **quote-to-cash** processes and enhancing subscription product management.
- *Deployment Mastery:* Expert in using tools like Ant migration, Jenkins, and Copado for deployments, with strong knowledge of Salesforce DX metadata format.
- *Data Integrity:* Ensured data integrity during migrations using **data loader**, import wizard, and workbench, effectively managing data transfers across various environments.
- *Security and Governance:* Proficiently implemented Salesforce security models, managed user access, profiles, permission sets, and data management, maintaining high security standards.

Technical Skills:

Salesforce Technologies	Salesforce CRM, Lightning (Aura & LWC), Apex, Triggers, SFDX, ANT Migration, Workflow & Approvals, Case Management, Custom Objects, Reports & Dashboards, Flows, Process Builder
Deployments CI/CD	Ant migration tool, Jenkins, Changesets, Metadata Api, Workbench, Copado, VS Code, SFDX
IDE Tools	Visual Studio Code (sfdx extension), Force.com IDE, Force.com API tools (Data Loader), Force.com Explorer, AppExchange, Soap UI, Sublime, GitHub Enterprise, Bitbucket, Postman, JIRA, Source Tree
Web Services	SOAP, REST, WSDL, XML
Web Technologies	HTML-5, CSS, JavaScript
Query Languages	SOQL, SQL
Others	PeopleSoft, PeopleCode, SQR, BI Publisher, Python

Education:

Masters in Computer Science: Texas A&M University – Corpus Christi   Aug 2010 – Aug 2012
Bachelors in Computer Science: Jawaharlal Nehru Technological University   Aug 2006 – May 2010

Work Experience:

FinQuery – Alpharetta, GA   **April 2023 – Current**
Sr. Salesforce Lead Developer
Responsibilities:

- Implemented **Customer Asset Lifecycle Management (CALM)** for subscription-based products
- Collaborated with business stakeholders to gather and refine requirements for successful project outcomes.

- Lead a team of 4 to enhance the salesforce environment, contributing to faster deal closures improving revenues
- Developed **Lightning Web Components** for enhanced user experience and increased operational efficiency
- Created custom **Apex classes, Triggers, and Trigger handlers**, ensuring adherence to governor limits and optimal performance
- Established seamless integrations with external applications through **SOAP** and **REST** APIs
- Utilized **Platform events and Platform event triggered flows** to handle complex automations
- Utilized **App builder** to conditionally render fields visibility and validation on lightning pages
- Developed and customized flows to automate the data flow
- Employed the managed package **Declarative Lookup Roll-up Summaries (DLRS)** to automate intricate roll-up summary calculations for specific fields
- Customized and optimized product and **price rules** for CPQ that involves complex business logic
- Customized **Quote templates** to accommodate segmentation of products and roll up totals
- Implemented new customizations in Salesforce **CPQ**
- Configured Salesforce Service Cloud to handle case management, Email-to-Case, etc
- Created several **approval processes** and advanced approval processes for quoting approvals
- Implemented Salesforce security model
- Created new **roles, permission sets** to provide required security to users
- Created and maintained **GIT** repository
- Implemented Salesforce **DevOps Center**

Environment: Apex, Lightning Components, Triggers, VS Code, SFDX, SOQL, SOQL Queries, Reports, Apex Data Loader, CSS, Custom Settings, Named Credentials, Developer Console, Github, HTML, Java Script, JIRA, Postman, Workbench, Workflow

Citizens Bank – Providence, RI   **Oct 2022 – March 2023**
Sr. Salesforce Lead Developer
Responsibilities:
- Spearheaded custom application development for Commercial Banking, enhancing efficiency and user experience.
- Collaborated with business stakeholders to gather and refine requirements for successful project outcomes.
- Integrated **Precesion Lender** with Salesforce, streamlining loan and deposit product pipelines/opportunities.
- Designed, developed, and customized **Lightning Components (Aura & LWC)** and Visualforce pages.
- Implemented custom **approval processes** and troubleshooted complex workflows
- Worked on nCino-Salesforce objects nCino__Loan__c, nCino__Credit_Memo__c, nCino__Relationship__c, etc
- Supported nCino UI configuration for Routes, Screens, Screen sections, etc
- Utilized **Named Credentials** to securely integrate with external **APIs** and web services.
- Played a pivotal role in data migration using tools like **Apex Data Loader** and Import Wizard.
- Ensured code quality and version control using GitHub, and automated deployments with Copado.
- Conducted training sessions to enhance team proficiency in Salesforce tools and practices.

Environment: Apex, Lightning Components, Triggers, VS Code, SFDX, SOQL, SOQL Queries, Process builder, Reports, Apex Data Loader, CSS, Custom Settings, Named Credentials, Developer Console, Github, HTML, Java Script, Copado, JIRA, Postman, Sublime Text3, Workbench, Workflow

Capital One – Plano, TX   **Jan 2022 – Oct 2022**
Sr. Salesforce Developer/Administrator

Responsibilities:
- Transformed user experiences by developing and customizing **Lightning Components (Aura & LWC).**
- Migrated process builder workflows to **flows**, enhancing automation and user engagement.
- Led the integration of **DocuSign**, resulting in a **40%** improvement in opportunity timelines.
- Created Lightning Web Components to streamline document management and notifications.
- Collaborated with cross-functional teams to ensure seamless data integration and process flow.
- Developed and optimized **Apex classes, Triggers, and Test classes**, adhering the governor limits.

- Experience in using **Territory Management**, including expertise in creating **Territory assignment rules**, assigning users to specific territories, and effectively troubleshooting and resolving data discrepancies that are reported within the territory
- Orchestrated deployments using Change Sets, Ant migration tool and Jenkins to maintain application integrity.
- Played a key role in sandbox maintenance and proactive data integrity measures.

Environment: Lightning Components, Apex, Triggers, VS Code, SFDX, SOQL, SOQL Queries, Process builder, Reports, Apex Data Loader, CSS, Custom Settings, Developer Console, Email Services, Github, HTML, Java Script, Jenkins, JIRA, Postman, Sublime Text3, Slack, Web services, Workbench, Workflow & Approvals

Northern Trust – Chicago, IL   Jul 2021 – Dec 2021
Sr. Salesforce Lightning Developer

Responsibilities:
- Engineered custom Lightning Web Components to deliver insights for Wealth Management.
- Collaborated closely with business stakeholders to define and implement complex requirements.
- Developed efficient Apex classes for API integrations and external data consumption.
- Implemented **platform events** and **platform event-triggered flows** for real-time data integrations.
- Created and maintained documentation for technical designs and deployment plans.
- Optimized sandbox maintenance, deployments, and data migrations for flawless application lifecycle management.

Environment: Apex, Lightning Components, Triggers, VS Code, SFDX, SOQL, SOQL Queries, Process builder, Reports, Apex Data Loader, CSS, Custom Settings, Named Credentials, Developer Console, Bitbucket, HTML, Java Script, Copado, JIRA, Postman, Sublime Text3, Workbench, Workflow

Navy Federal Credit Union – Vienna, VA   Aug 2017 – Jun 2021
Sr. Salesforce Developer/Administrator

Responsibilities:
- Participated in the transition from Salesforce Classic to Lightning, enhancing user experience and efficiency.
- Orchestrated successful **deployments** from sandbox to production using Jenkins and Salesforce **DX**.
- Streamlined processes through customization of **workflows, validation rules, and approval processes**.
- Worked on custom document placeholders in nCino
- Utilized Salesforce Live Agent and Einstein Analytics to enhance customer support.
- Collaborated on the implementation of the ITSMS project, improving internal support processes.
- Implemented **CI/CD** pipelines using Jenkins, ANT, and GitHub for efficient development practices.

Environment: ANT, Apex Data Loader, Controllers, CSS, Custom Settings, Developer Console, Eclipse IDE, Email Services, Force.com Platform, Github, HTML, Java Script, Jenkins, JIRA, lead routing, Sublime Text3, Postman, process builder, Reports, Salesforce Live Agent, SFDX, Slack, SOQL, SOQL Queries, Sublime Text3, Triggers, visual flows, Visualforce Pages, VS Code, Wave Analytics, Web services, Workbench, Workflow & Approvals, Lightning Experience

Merkle – Columbia, MD   Jan 2015 – July 2017
Salesforce Developer/Administrator

Responsibilities:
- Extensively used data migration tools such as **Data Loader, Import Wizard** for data migration purposes
- Created **Users, Roles, Public Groups** and implemented **Role Hierarchies, Sharing Rules and Record Level permissions** to manage sharing across among different users
- Worked with various Salesforce.com standard objects such as **Account, Opportunity, Case, Contact, Product, Price Book,** etc
- Created and maintained different types of sandboxes such as **Developer, Developer Pro, Full Copy**
- Responsible for migrating the code and configuration to production environment using **Force.com IDE, change sets and ANT migration tool**
- Experienced using excel VLOOKUP, HLOOKUP, etc

Environment: Apex Data Loader, ANT, CSS, Custom Settings, Developer Console, Eclipse IDE, Controllers, Force.com Platform

ViaSat – Carlsbad, CA   **Sep 2012 – Dec 2014**
Salesforce Developer/Administrator

Responsibilities:
- Responsible for coordinating with business owner and executive management to gather requirements for **Instrumentation** project and managing the entire project
- Used web-to-case for enabling the customer to create cases directly
- Integral part of ITSMS project which is the only internal support portal across all offices globally, which based on case management process
- Used **knowledge articles** in external communities for customer self-serve portal Exede help
- **Data migration** activities related to business logic changes using **Data Loader** and **Bulk API**
- Utilized Force.com **ANT migration tool** to perform deployments
- Responsible for sandbox maintenance such as refreshing the sandboxes after major deployments and carrying out pre/post deployment steps

Environment: ANT, Apex Data Loader, Controllers, CSS, Custom Settings, Developer Console, Eclipse IDE, Email Services, Force.com Platform