First Last

Salesforce Developer

RELEVANT WORK EXPERIENCE

Resume Worded, London, United Kingdom
Education technology startup with 50+ employees and $100m+ annual revenue

Salesforce Developer   01/2022 – Present

- Deployed Apex triggers that automatically updated RW's Salesforce records with data from external systems, reducing manual data entry time by 90%.
- Developed a custom application using the Force.com platform which boosted the sales efficiency of 5 businesses by 31%.
- Reduced the time it took to enter data into the system by 85% developing an integration between Microsoft Excel and Salesforce.
- Created custom user-interfaces by building VisualForce pages in Lightning which improved user experience by 85% and streamlined workflow processes.

Polyhire, London, United Kingdom
NYSE-listed recruitment and employer branding company

Salesforce Consultant   10/2020 – 12/2021

- Succeeded in creating a custom application which enabled 300 sales associates to view their current pipeline at any time within 24 hours, increasing visibility into opportunities and improving close rates by 45%.
- Introduced Salesforce to 10 large financial services companies, leading to $4M quarterly savings by reducing the time to onboard new customers from 7 weeks to 2 days.
- Designed 3 automated processes which reduced manual data entry by 95% saving 5 days of staff time per month.
- Integrated Salesforce across 18 departments including HR, procurement, and sales, achieving 15X operational efficiency in just 3 months of implementation.

Growthsi, London, United Kingdom & Barcelona, Spain
Career training and membership SaaS with 150,000 users

QA Engineer   06/2018 – 09/2020

- Overhauled the development of 2 new test automation frameworks for an existing web application, achieving a 70% reduction in testing time.
- Tested the Growthsi MP3 application on 11 devices including Growthsi Fire, Growthsi Fire HD, and Growthsi Galaxy SX, improving compatibility by 50%.
- Collaborated with the development team and created automated testing tools that reduced manual QA time by 80%.
- Partnered with 5 other departments including logistics to ensure proper functionality of new releases, improved customer confidence by 10% more than previous years.

PREVIOUS EXPERIENCE

QA Tester, ABC Company, London, UK   06/2017 – 05/2018
Mobile App Developer, XYZ Company, New York, USA   06/2016 – 05/2017
Software Development (Internship), ABC, New York, USA   09/2014 – 05/2015

CONTACT

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SKILLS

Technical:
- Service Cloud Console
- Salesforce Admin
- Apex
- VisualForce
- Process Builder & Workflow
- Lightning Web Components

Methodologies:
- Agile Scrum
- Waterfall
- SDLC

Tools and Software:
- Informatica Cloud
- Dell Boomi Atmosphere
- Workbench
- Eclipse IDE

Languages:
- English (Fluent)
- Persian (Native)
- Polish (Conversational)

EDUCATION

University of New York
Bachelor of Science
Electrical & Electronics
Engineering
New York City, New York
10/2011 - 06/2014

OTHER

- Certified Salesforce Cloud Consultant (2022).
- Certified Salesforce Einstein Analytics and Discovery Consultant.