

Kimi Shrivastava (Salesforce Professional)

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EXPERIENCE

I am currently working as Technical Lead (Salesforce) in my current organization, and am a certified Salesforce AI Associate.

- 15+ Years of experience which includes hands-on experience in the area of requirements analysis, estimation, application and database design, implementation and testing of application software.
- 5 years of experience in leading cross-functional teams to deliver robust and scalable Salesforce applications that drive business growth and efficiency. I have been actively involved in solution designing and architecting using best practices and design patterns, along with driving the implementation further.
- Adept at problem-solving, strategic planning, and aligning technical solutions with business objectives.
- Possess impeccable written and verbal communication skills and excellent interpersonal skills.

CORE COMPETENCIES

♦ **Leadership & Management:**

- ♦ - Team Leadership
- ♦ - Strategic Planning
- ♦ - Project Management
- ♦ - Client Relationship Management

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♦ **Salesforce Expertise:**

- ♦ - Salesforce AI (Certified Associate)
- ♦ - Salesforce Solution designing and implementation
- ♦ - Salesforce Customization
- ♦ - Salesforce Integration

♦ **Technical Skills:**

- ♦ - Apex Programming
- ♦ - Visualforce
- ♦ - Lightning Components
- ♦ - Salesforce Design Patterns

♦ **Business Acumen:**

- ♦ - Process Optimization
- ♦ - Business Analysis
- ♦ - Change Management
- ♦ - Stakeholder Engagement

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♦ **Problem Solving & Innovation:**

- ♦ - Analytical Thinking
- ♦ - Solution Design
- ♦ - Innovative Problem Solving
- ♦ - Continuous Improvement

WORK EXPERIENCE SUMMARY

Finspectra

Director of Professional Services, May 2024 - Present

Key focus: In my role as Director of Professional Services, I am working on leading the project design and development. I am dedicated to driving operational excellence and delivering high-quality solutions to our clients. I have been working as individual contributor in architecting solutions while driving the implementation of our Salesforce native LMS app for the clients along with the customizations with our team.

Through strategic planning, innovative solutions, and a relentless focus on quality, I aim to lead my teams in setting new standards of success in our product's Salesforce ecosystem.

Finspectra

Head of Engineering, February 2023 - May 2024

Key focus: As a Head of Engineering, I have a good experience in building scalable and maintainable systems in Salesforce platform. My goal is to lead high-performing engineering teams that deliver complex projects using a variety of Salesforce tools, including SFDC lightning, Aura components, Apex, Batch Jobs, Triggers, Event handling etc.

Finspectra

Development Manager, September 2020 to February 2023

Key focus: Salesforce development and implementation, has liaison between client and product team, process improvements, analysing problems, providing solutions, or recommending corrective action and implementing solutions.

Finspectra

Principal Engineer, January 2020 to August 2020

Key focus: Salesforce development and implementation, Apex coding and development, Working with Lightning aura components

Chandigarh University

Assistant Professor, July 2018 to May 2019

Key focus: Data Analytics and business Intelligence (Big Data), Hadoop, Mapreduce, Computer System Architecture

Skalenow Technologies Ltd. (Remote)

Senior Software Engineer (Developer, Designer, Module leader) , November 2016 - March 2017

Key focus: Spring Boot, Spring Data, JPA, Hibernate - 5, Activiti BPM, LogicDoc, REST API, Angular JS

HCL Technologies (Remote)

Technical Panelist for Java (Part time - Contract Retainer), March 2015 - June 30th, 2016

Key focus: Java, J2EE, Struts. Spring, ORM, Hibernate

Mercedes Benz Research and Development India (MBRDI) Senior Lead

Engineer/Lead Engineer, August 17, 2009 – February 2012 Key focus:

Java, Icefaces, Struts

Wipro Technologies

Software Developer, Module Lead, September 01 , 2003 – April 24th, 2009

Key Focus: Java, Struts, IBM Websphere portal and portlets

CERTIFICATION

Salesforce AI Associate

EDUCATION

Birla Institute of Technology and Science, Pilani (India)

M.S. Software Engineering

♦ CGPA: 9.0/10

Bachelor Of Computer Science (BSc) (2000 - 2003)

Banasthali Vidyapith, Rajasthan, India

♦ Aggregate: 77%

12th Board (Year 1999-2000)

All India Senior School Certificate Examination (AISSCE)

♦ Aggregate: 84.4%

10th Board (Year 1997-98)

Central Board of Secondary Education (CBSE)

♦ Aggregate: 88.88%

PROFESSIONAL EXPERIENCE DETAILS

Finspectra

Director of Professional Services, May 2024 - Present

- In my role as Director of Professional Services, I am dedicated to driving operational excellence and delivering high-quality solutions to our clients, and carry forward the implementation of our LMS product built natively on Salesforce
- Through strategic planning, innovative solutions, and a relentless focus on quality, I aim to lead my teams in setting new standards of success in our product's Salesforce ecosystem.

Finspectra

Head of Engineering, Feb 2023 - May 2024

- As a Head of Engineering, I have a good experience in building scalable and maintainable systems in Salesforce platform. My goal is to lead high-performing engineering teams that deliver complex projects using a variety of Salesforce tools, including SFDC lightning, Aura components, Apex, Batch Jobs, Triggers, Event handling etc.
- I have a strong background in software development and architecture, and I am able to work closely with product and business teams to translate requirements into technical designs and solutions. I have a passion for innovation and am constantly exploring new ways to leverage Salesforce technologies to improve customer experiences and drive business outcomes.
- I believe in fostering a culture of collaboration and innovation, and drive results through effective leadership and communication. I am committed to driving excellence and continuous improvement in all aspects of the engineering function, from architecture and design to development, testing, and deployment.

Finspectra

Development Manager, September 2020 to Present

- Salesforce development and implementation (Apex | Lightning Aura web development)
- Serve as liaison between client and product team, driving custom implementation in product setup and delivery.
- Work with both clients and developers in analysing problems, providing solutions, or recommending corrective action and implementing solutions
- Create and manage workflow rules, data validation, batch jobs and system triggers
- Performing system configurations such as working with custom settings, metadata, custom objects, triggers and workflows
- Working management, develop specific Salesforce standards for unit tests, documentation, peer reviews, and code deployment
- Keeping up to date with new Salesforce features and functionality and providing recommendations for process improvements

Financial Spectra

Principal Engineer, January 2020 to August 2020

- Salesforce development and implementation using Apex coding and development.
- Worked with lightning aura components to build front end
- Worked on full end to end feature development for a client, which included working with triggers, workflows, approval processes, custom objects, custom settings, custom metadata, batch jobs, and REST APIs.

Chandigarh University, Gharuan (Punjab)

Assistant Professor, July 2018 to May 2019

- ♦ Course taught to final year MCA students - Data Analytics and Business intelligence.
- ♦ The course included in depth teaching (theory and practical) of Big Data, Hadoop, Hadoop Ecosystem, Big Data Case Studies, NoSQL, NoSql case studies,
- ♦ Distributed File System, Mapreduce (Theory and Practical)
- ♦ Algorithms Using MapReduce (Theory and Practical): Word count, Sorting, Matrix-Vector Multiplication by MapReduce Relational-Algebra Operations, Computing Selections by MapReduce, Computing Projections by MapReduce, Union, Intersection, and Difference by MapReduce, Computing Natural Join by MapReduce, Grouping and Aggregation by MapReduce, Matrix Multiplication, Matrix Multiplication with One MapReduce Step.
- ♦ Mining Data Streams (Theory)
- ♦ Hive: Theory and practical. Load and transfer a large set of structured and unstructured data and also load data into partition tables of Hive.
- ♦ **Academic Research paper publication:**
 - "MapReduce Matrix-Vector Multiplication Algorithm to Calculate Page Rank" in IJMTE journal with ISSN :2249-7455 (<http://www.ijamtes.org/VOL-8-ISSUE-6-2018-1/>)
 - "A Review of Technologies used for Medical Image processing" in National Conference on Applications of Computing in Engineering, Sciences and Management - 2019

Skalenow Technologies Ltd.

Lead Java Developer (Freelancer), November 2016 - March 2017

- ♦ Set the foundation of the framework right from building the JPA layer, configurations, Spring boot rest services to the Angular JS front end.
- ♦ Actively involved in building process workflows using Activiti BPM and integrating to the existing user driven tasks on both ship and shore side.
- ♦ Integrated LogicalDoc DMS to the ship and shore side document management w.r.t. various business tasks.

HCL Technologies Ltd.

Java Technical Panelist for Captive Panel team, March 2015 - June 30th, 2016

- ♦ Taking technical interviews for Java/J2EE candidates:
 - My job was to take first round of technical interview of the prospective candidates. The

technologies covered were Core Java, J2EE, Struts, Spring, Hibernate, HTML5, CSS3, Angular JS, JQuery and Javascript. This was a work from home contractual job.

♦ Screening:

- Apart from taking technical interviews, I also did the initial screening of the candidates for different technologies like Java/J2EE, .NET, OBIEE, PL/SQL Developer, DBA, Business Analyst, Network Security Admin, System Admin, Front end developer profiles etc.

Mercedes Benz Research and Development Center, India (MBRDI)

Senior Lead Engineer, August 17, 2009 - January 2012

♦ Projects:

- eSCC - eSupplyCostCalculation
 - Software: WebSphere Application Server 6, Rational Application Developer 7, DB2, Struts framework
 - Role: Analysis, Design and Coding, Testing
 - Duration: January 2011 – January 2012
 - Project Description: Electronic supply chain cost calculator (eSCC) is a tool built for Commercial Vehicles Division of DC. eSCC helps in accurate calculation of supply costs resulting in product sourcing decisions that are both quick and cost effective
 - Roles and Responsibilities:
 - Requirements Analysis
 - Framework design/modifications.
 - Design, development and deployment of Reports and web interface.
 - Design, Analysis, Coding and testing of application components.
 - Analyzing and fixing of issues.
 - Doing impact analysis and bug fixes.
 - Analysis, design and estimation for the enhancement activities.
- FERRET - Fast Environment for Research, Reporting and Evaluation of Test Data
 - Software: WebSphere Application Server 6, Rational Application Developer 7, DB2, Pentaho, Icefaces, JSF
 - Role: Analysis, Design and Coding, Testing
 - Duration: August 17, 2009 – December 2010
 - Project Description: Design and implementation of a uniform and reusable framework for analysis of vehicle test data for Buses, Passenger Cars and Trucks.
 - Roles and Responsibilities:
 - Requirements Analysis
 - Framework design/modifications.
 - Design, development and deployment of Reports and web interface.
 - Design, Analysis, Coding and testing of application components.
 - Analyzing and fixing of issues.
 - Doing impact analysis and bug fixes.
 - Analysis, design and estimation for the enhancement activities.

Wipro Technologies.

Lead Engineer, September 2003 - April 2009

♦ Projects:

- eGovDirect – Web site
 - Client: New York Stock Exchange (NYSE)
 - Site: New York, USA
 - Software: IBM Websphere portal server, DB2, Servlets, e-Actuate Report designing tool, Struts Framework, SOAP Webservices
 - Role: Analysis, Design and Coding, Testing
 - Duration: May 2005- January 2009
 - Project Description: The eGovDirect application is a web site that serves as a valuable resource by providing a comprehensive history of companies' corporate actions and of the performance of companies' issues trading on the NYSE.
 - Roles and Responsibilities:
 - Requirements Analysis
 - Framework design/modifications.
 - Design, development and deployment of Reports and webservices.
 - Design, Analysis, Coding and testing of application components.
 - Analyzing and fixing of issues.
 - Doing impact analysis and bug fixes.
 - Analysis, design and estimation for the enhancement activities.
- LCA – Listed Company Administration
 - Client: New York Stock Exchange (NYSE)
 - Site: New York, USA
 - Software: Java 5 – Swings, Sybase, Servlets, e-Actuate Report designing tool, Struts framework, Sybase, SOAP Webservices
 - Role: Study, Requirement Analysis and Coding
 - Duration: September 2003- January 2009
 - Project Description: LCA, short for Listed Company Administration, is used by the Competitive Position Group to help initiate reviews, execute reviews, and make listing recommendations for prospects. In addition, LCA provides a facility for monitoring listed company information, such as issues, affiliated companies, and supplemental applications.
 - Roles and Responsibilities:
 - Requirements Analysis
 - Coding and development
 - Script generation and report generation
 - Analyzing and fixing issues
 - Doing impact analysis and bug fixes
 - Analysis, design and estimation for the enhancement activities

OTHER

- ♦ Attended trainings for Business English communication Level -2, Java 5.0, Design Patterns, Software Reviews and Testing, Software Configuration Management at Wipro Technologies.
- ♦ Attended German Certification Level - 1 from Maxmuller bhawan.
- ♦ Attended training on Adobe Flex and Cairngorm Framework
- ♦ Awarded “Feather in my cap” and “Thanks a Zillion Awards” by Wipro Technologies for exemplary work done in the project.
- ♦ Awarded “Employee of the month” award by Mercedes Benz Research and Development Center, India.

PERSONAL INFORMATION

Name as in Passport:	Kimi Shrivastava
Father's Name :	Mr. P.K. Shrivastava
Date of Birth:	26th June, 1983
Marital Status :	Married
Nationality:	Indian
Email:	kimi.shrivastava@gmail.com
Contact Number:	+91-7528989370

The above stated information is true to the best of my knowledge and belief.

Yours sincerely

Place: Kharar, India. Sd/

Date: February 25, 2025

(Kimi Shrivastava)