SESHANKA MOULI GUNTURU

Salesforce Administrator & Developer Trainee

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SUMMARY

Computer Science graduate and Salesforce Trainee with hands-on experience across both Salesforce Administration and Development. Salesforce Trailhead Ranger with 100+ badges, 52,000+ points, 2 Superbadges, and Agentblazer Champion recognition. Skilled in Object Manager, data modeling, security and access management (profiles, permission sets, roles, sharing rules), process automation (Flow) and reports and dashboards, with growing hands-on experience in Apex, SOQL, and Lightning Web Components. Built an end-to-end Salesforce CRM implementation from the ground up. Brings a strong foundation in Python, SQL, and object-oriented programming, reinforced by an AI/ML internship at a Defence Research and Development Laboratory (DRDL).

SKILLS

- CRM & Salesforce Administration: Object Manager, Data Modeling, Security & Access Management (Profiles, Permission Sets, Roles, Sharing Rules), Process Automation (Flow, Approval Processes), Data Management (Data Loader, Import Wizard), Reports & Dashboards
- Salesforce Development (in progress): Apex, SOQL/SOSL, Lightning Web Components (LWC), Triggers, Agentforce
- Programming & CS Foundations: Python, SQL, OOP, DBMS, Data Structures & Algorithms
- Web Technologies: HTML, CSS, JavaScript, Flask, REST APIs
- Tools & Platforms: Salesforce Trailhead, Git, GitHub, AWS, VS Code

EXPERIENCE

Salesforce Trainee - Lancesoft, Inc. | Hyderabad, India *Jul 2026 – Present*

- Completing structured Trailhead training across Salesforce Administration and Development — **Ranger** rank, **100+ badges**, **52,000+ points**, **2 Superbadges** and **Agentblazer Champion '26** earned to date.
- Built a complete **Salesforce CRM** for a **simulated Tata Motors dealership** covering customer, vehicle and service-appointment data models, security configuration, invoicing and reporting/dashboards.
- Applying core software engineering fundamentals (OOP, data modeling, SQL) to Salesforce configuration and development work

AI/ML Intern - Defence Research and Development Laboratory (DRDL) | Hyderabad, India *May 2026 – Jun 2026*

- Built **Digital Twin** simulation models in Python for defense systems to support real-time prediction of critical physical system behaviors.
- Trained **deep learning models** within a multi-stage data processing pipeline, improving monitoring accuracy and reducing false-positive anomaly flags.

Student Chair - Computer Society of India (CSI) *Apr 2023 – Jan 2026*

- Organized **20+ technical events** and **15+ workshops** reaching **200+ engineering students**, running hackathons and speaker sessions.

PROJECTS

Tata Motors Dealership CRM - Salesforce

- Designed and built an end-to-end Salesforce CRM covering customers, vehicles, service appointments, invoices, reports and dashboards, applying declarative configuration to a real business scenario.

VisionAstra: Automated Surveillance System - Python, YOLOv8, OpenCV

- Built a real-time intruder detection system processing 25+ frames per second at 88%+ detection accuracy, with automatic voice alerts and live occupancy tracking.

CERTIFICATIONS & LEARNING

- Salesforce Trailhead: Ranger rank, 100+ badges, 52,000+ points, 2 Superbadges, Agentblazer Champion '26
- Prompt Engineering - Infosys Springboard

EDUCATION

B.Tech in Computer Science and Engineering - JNTU Gurajada Vizianagaram (JNTU-GV) *2022 – 2026*

Dadi Institute of Engineering & Technology, Anakapalli (DIET)
CGPA: 8.02 / 10