

# YASHWANTH T D

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Portfolio site – [www.ytdcircle.com](http://www.ytdcircle.com)  
[Linked In](#)

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## Objective

Motivated Salesforce Automation Engineer with 1.5 years of experience and a background in Sales and Management, seeking to leverage my technical skills, business acumen, and leadership experience to excel in a role as an Associate Product Manager.

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## Professional Experience

### Salesforce Automation Engineer – CoreFlex

*Sep 2022 - Present*

- Proficient in Salesforce, AccelQ, Java, Selenium, Jira, Google Analytics.
- Extensive experience in Agile & Sprint methodologies, problem-solving, and user experience skills.
- “2-10 Home Buyers Warranty” is an American Insurance company – A team of 3 performed Automation for their Salesforce and other 6 applications that included my part - 12 Modules of Scripts and 71 Test cases by using AccelQ, an AI based tool.

### Product Management Experience – Hero Groups (Affiliated with Indian School of Business)

*Jun 2023 - Dec 2023*

- Spearheaded user research initiatives and crafted comprehensive journey maps, illustrating pain points to inform product enhancements & uncover user needs & preferences.
  - Defined detailed user personas, ensuring a nuanced understanding of diverse user segments.
  - Conducted thorough competitive analysis and led the formulation of an effective product strategy, aligning business goals with user-centric solutions.
  - Played a hands-on role in creating product designs and wireframes bringing into a cohesive and user-friendly solution.
  - Actively contributed to the technical development plan of the product, that included in-house derived algorithms and API integration processes, leading to the creation of impactful roadmaps, outlining the trajectory of product evolution.
  - Engaged in rigorous trade-offs and decision-making processes, being a part of the overall capstone project work, balancing technical constraints with user satisfaction.
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## Certifications

- Salesforce Business Analyst Cert.
  - AccelQ Automation Expert Cert.
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## Internship Experience

### Intern – Scaler Academy (Sales Domain)

Mar 2022 – May 2022

- Developed excellent communication skills through interactions with clients and team members.
- Gained exposure to analytics, market research, and business/strategic thinking in the sales domain.
- Brought revenue of Approx 50L rupees to Scaler company during my internship.

### Coordinator of Volunteers – Youth for Seva Community

Jan 2018 – Mar 2022

- Demonstrated leadership, management, and organizational development skills.
- Coordinated volunteers effectively for community service initiatives.
- Raised funds over 25L rupees & handled distribution accordingly for organising cultural events in schools and charitable services for the needy.

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## Education

- B-Tech in Computer Science Engineering  
Bangalore University – UVCE, 2022.
- **PROJECT – Appreciated & Funded by VTU & IISC Bangalore** - Surveillance and Security Establishment for Automobiles for the Smart Cities
- 12<sup>th</sup> PUC in Science  
Allen Career Institute, 2018.

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## Skills

- **Technical Skills:**
  - Salesforce, AccelQ, Java, Selenium, Jira, Google Analytics, Regression Testing.
- **Soft Skills:**
  - Excellent communication, analytics, market research, business/strategic thinking, problem-solving, and user experience skills.
- **Methodologies:**
  - Agile & Sprint methodologies.
- **Leadership and Management:**
  - Demonstrated leadership and management skills through volunteer coordination.

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## References

Sharath Hebbar [In](#)

Sr. ML Engineer @Quantiphi

- I worked closely with Yash on multiple projects, demonstrating strong project management and collaboration skills.