

# AYSE YIGIT

## SALESFORCE DEVELOPER

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### PROFILE SUMMARY

- Certified Salesforce Developer & Administrator with 4+ years' hands-on experience delivering advanced Salesforce solutions to drive revenue, streamline operations, and improve customer engagement.
- Expert in Apex (Classes, Triggers, Asynchronous), Lightning Web Components (LWC), SOQL, CPQ, Advanced Approval, S-Docs, Flows, and Approval Processes.
- Skilled in metadata deployments and environment management using Gearset; strong background in Salesforce configuration and data modeling.
- Triple Star Ranger on Trailhead (305 badges, 11 superbadges, 174,000+ points); created 200+ Apex coding tasks for the Learn Apex platform.
- Working knowledge of Revenue Cloud Advanced; actively implementing solutions and building expertise.
- Recognized for analytical thinking, problem-solving, and effective collaboration; passionate about continuous learning and scalable innovation.

### EXPERIENCES

Role: RevOps Consultant-Saascend January 2025-Present

- Designing scalable solutions across multiple business units using Salesforce best practices
- Working on solution design and optimization for the Revenue Cloud Advanced platform
- Building, optimizing and maintaining Flows to automate and streamline revenue operations
- Managing metadata deployments and environment strategy through Gearset
- Developing and updating custom Apex solutions, leveraging fflib design patterns for clients or projects where long-term scalability and maintainability are a priority.
- Reviewing and adjusting existing S-Docs templates to align with business requirements and improve document output formatting

Role: Apex Content Developer at Learn Apex Platform

April 2024- January 2025

- Designed and created hundreds of Apex tasks to engage learners
- Provided timely support by answering questions and resolving challenges
- Developed tasks focusing on practical coding to build hands-on skills
- Fostered a collaborative environment to keep learners motivated

Role: Salesforce Consultant & Developer at ChangeForce Foundation

January 2024-January 2025

- Provide Salesforce CRM support by troubleshooting issues and assisting users
- Manage CPQ tasks, including product configuration, product/price rules, Quote templates, and advanced approvals
- Handle user management tasks, such as updating profiles, roles, and permissions
- Analyze the platform to identify and implement necessary improvements
- Develop solutions by creating flows and modifying batch processes as needed
- Collaborate with users to enhance functionality and ensure smooth operations

Freelance- July 2023-2023 December

- Analyzed business requirements and designed the Salesforce Platform from

### KEY SKILLS

- Sales Cloud
- Salesforce.com
- Triggers
- SOSL, SOQL
- Lightning Experience
- LWC
- Apex Classes
- OOP Concepts
- Unit Tests
- Utility Classes, Wrapper Classes
- Async Apex, Scheduled/ Batch Classes
- REST Web Services,
- HTML, JS, CSS,
- CPQ,
- Advanced Approval
- Generative AI,
- Agentforce,
- Einstein Studio,
- Prompt Templates,
- Lead & Case Management,
- Flow, Screen Flow, Auto Launched Flow,
- Data Modeling, Objects
- Custom Metadata Types, Custom Settings/Labels
- Security Modeling, Sharing Settings, Profiles, Roles
- Approval Process
- Reports and Dashboards
- Visual Studio Code
- Developer Console IDE
- Change set, Gearset, Dataloader, Dataloader.io, Postman, Workbench
- Jira, Asana, Agile – Scrum
- RCA, Product Catalog

scratch to meet specific business needs.

- Implemented Salesforce automations leveraging Flow to ensure timely actions like proposal submissions and enhancing company profitability.
- Conducted user training sessions to ensure effective adoption and utilization of the platform.
- Worked on CPQ, configured products, created product rules, developed price rules, implemented discount schedules, worked on guided selling, quote templates and configured advanced approvals to ensure efficient quote approvals.

Role: Salesforce Developer at CalinTech

April 2021-July 2023

- Created Apex Classes, Test Classes, Wrapper Classes, using Object-Oriented Programming features, SOQL queries
- Developed user interface by using Lightning Web Components (LWC), Visual Studio Code, Java Script, HTML, and CSS
- Run Batch classes, used Async Apex, Scheduled/Queueable Apex, Future method for callouts
- Used REST API to integrate ERP system, knowledge on Postman and Workbench
- Created before and after event Triggers for automation by code
- Configured security models, created profiles, roles, permission sets, and implemented Object/Field/Record level security, role hierarchy, sharing rules, OWD and licence management
- Customized page layouts, created record types, paths, roll-up summary, validation rules, assignment rules, formula fields, field dependencies according to business processes, created complex reports and dashboards
- Created/Updated Screen Flows and Autolaunched Flows
- Used Data Migration tools (Data Import Wizard, Data Loader, and dataloader.io)
- Used the Agile Methodology, Jira as a project management tool

Head of Department (approx. 6 years) – Treasury Expert (10 Years) at Turkish Treasury

December 2000 – September 2016

- Attended the General Assembly of Public Banks, Stock Market Istanbul and Anadolu Agency Inc.
- Managed capital transfers to public banks and state-owned enterprises (SOEs), or collecting and following up dividends.
- Carried out the annual legislative work for low-interest loans to farmers through Ziraat Bank and Turkey Agricultural Credit Cooperatives and to tradesmen through Halk Bank Inc.
- Managed the processes of performing all transactions required in companies such as Anadolu Agency Inc. and Turkish Telecom Inc. and SOEs
- Participated to the SOEs Commission of the Grand National Assembly of Turkey, when the reports of the Presidency of the Court of Accounts are discussed.
- Fulfilled the duty of a member of the Tender and Evaluation Commission for the privatization of the National Lottery Administration
- Monitored the Treasury share payments of GSM companies

Assistant Inspector at Turkish Grain Board

May 1998 – December 2000

- Conducted annual audits of sales, purchases, personnel and all kinds of financial issues of this huge State-Owned Enterprise
- Presented the analysis and reports prepared regarding the audited areas to the top managers
- Recommended policies, making remedial recommendations on various issues such as primary and secondary legislation
- Suggested disciplinary action against the personnel according to the results of the investigation

## EDUCATION & TRAINING

- Indiana University – School of Public and Environmental Affairs, Bloomington, INDIANA – 2009 Masters of Public Administration (MPA)
- Ankara University – Political Science Faculty, Public Finance, Ankara, Turkiye 1997 Bachelor Degree
- Information and Communication Technologies Authority Turkey – Project Management
- Trailhead 305 Badges, 11 Super badges
- LinkedIn Salesforce CPQ, Designing RESTful APIs, Creating API Documentation

## SOFT SKILLS

- Versatile
- Strong communication
- Leadership
- Analytical thinking
- Proactive
- Organized
- Team-oriented
- Problem solving
- Self-motivated
- Interpersonal
- Flexibility
- Creativity
- Time management
- Helpful
- Detail-oriented
- Multitask
- Honest
- Critical thinking
- Positive
- Empathetic
- Hardworking
- Very passionate
- Decision-making
- Punctual

## CERTIFICATIONS

- Salesforce.com – Platform Developer 1 (PD1) Certified,
- Salesforce.com – Administrator (201) Certified,
- [Salesforce Certified AI Associate](#),
- [Salesforce Certified Agentforce Specialist](#),
- Trailhead – 11 Superbadges: Apex Specialist Superbadge, [Record-Triggered Flow Superbadge](#) Unit...

## LANGUAGES

- English - Proficient
- Turkish – Native
- German - Beginner

