

CENTRE OF EXCELLENCE SALESFORCE

at

MIET

SPOC
Details:

MR. AKHILESH PANDEY

Assistant Professor in CSE-AIML &
Corporate Trainer

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+919389662873



Vision of Institute

To be an outstanding institution in the country imparting technical education, providing need-based, value-based and career-based programs, and producing self-reliant, self-sufficient technocrats capable of meeting new challenges.

Mission of Institute

The mission of the institute is to educate young aspirants in various technical fields to fulfill the global requirement of human resources by providing sustainable quality education, training, and an invigorating environment besides molding them into skilled competent, and socially responsible citizens who will lead the building of a powerful nation.

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Salesforce is the world's leading cloud-based Customer Relationship Management (CRM) platform, providing businesses with a unified system to manage customer data, automate processes, and enhance interactions across sales, service, marketing, commerce, and IT. It uses AI, data, and apps to give companies a 360-degree view of their customers, enabling personalized experiences, improved productivity, data-driven decisions, and increased growth for businesses of any size.

What it does:
Manages Customer Relationships: Tracks all customer interactions, from leads to support tickets, in one place.
Streamlines Sales: Helps sales teams manage opportunities, forecast revenue, and close deals faster.
Enhances Service: Provides tools for customer service agents to resolve issues efficiently.
Powers Marketing: Enables targeted campaigns and personalized customer journeys.
Drives Commerce: Offers seamless digital buying experiences.
Leverages AI: Uses built-in AI (like Einstein) to automate tasks and provide insights.



OBJECTIVES OF SALESFORCE

Centre of Excellence

- **To standardize Best Practices and enhance performance** of Salesforce deployments
- **To foster Innovation** by exploring and implementing new Salesforce features
- **To ensure Compliance** with industry regulations and internal policies
- **To support Training and Development** for Salesforce users



ACTIVE MEMBERS

2026

Prof(Dr.) RAMBIR SINGH, HoD (+919456833548), CSE-AI/AIML

AKHILESH PANDEY, TRAINER (9389662873), Assistant Professor, CSE-AIML

Coordinators Details

Industry Collaboration/MoU

Department of CS & CSE-DS MIET , Meerut
(Here in after referred to as “MIET”)

&

AppyCrown Private Limited
(Here in after referred to as “AppyCrown”)

List of Equipments/Software

HARDWARE Specifications-

Processor – Core i5, 3.00 GHZ GB RAM 8 GB GB Disk Free 256

GB

SOFTWARE specifications -

Operating System Windows / Linux
Web Browser/

Visual Studio Code 19 or greater version

JDK version 11 or greater

SQL Setup





List of Content/Modules

For ODD Sem

- ✔ Salesforce Admin Beginner
- ✔ Salesforce Admin Intermediate
- ✔ Salesforce Admin Advance



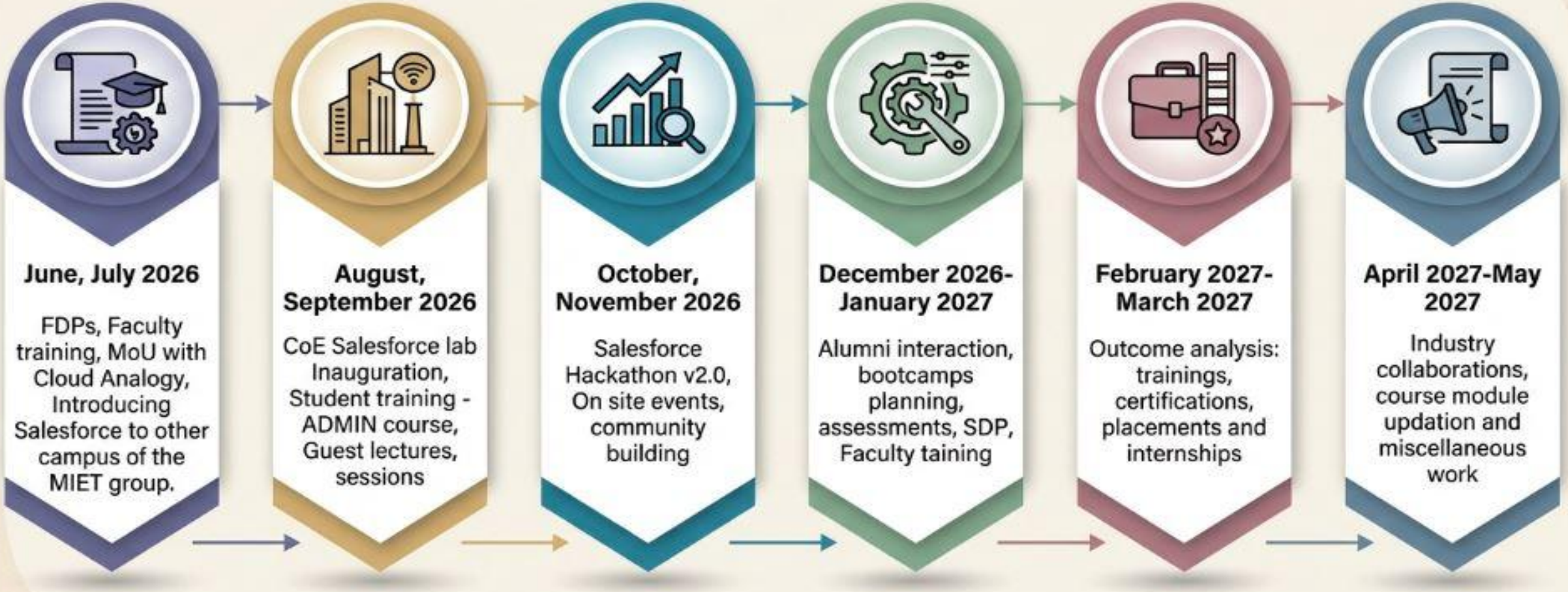
For Even Sem

- ✔ Salesforce Developer Beginner
- ✔ Salesforce Developer Intermediate
- ✔ Salesforce Developer Advance



SALESFORCE ROADMAP (2026-27)

SPOC :Mr. AKHILESH PANDEY



Departmental Participation 2025-26

Branch/Course	No. of Students
AI	11
AIML	17
CSE	42
CSIT	12
DS	20
IOT	12
IT	18

Program Details 2026-27

S. No.	Details	Remarks
1	Training Duration	Aug 2026 to May 2027
2	No. of Days	40 Days
3	No. of Hours	80
4	Salesforce Expert Guest lecture	Sep 2026
5	Assessment-1	Dec 2026
6	Assessment-2	May 2027

OUTCOMES : 2025

- MoU with AppyCrown Pvt. Ltd., updated course modules.
- 2. 25 students placed (2025 batch) And 65 students placed (2025 batch) till date.
- 3. 71 students certified through Udemy, MIET, Coursera, and others.
- 4. 57 students certified through internships (Smartbridge and ICT).

OUTCOMES

Of SALESFORCE CoE @ MIET

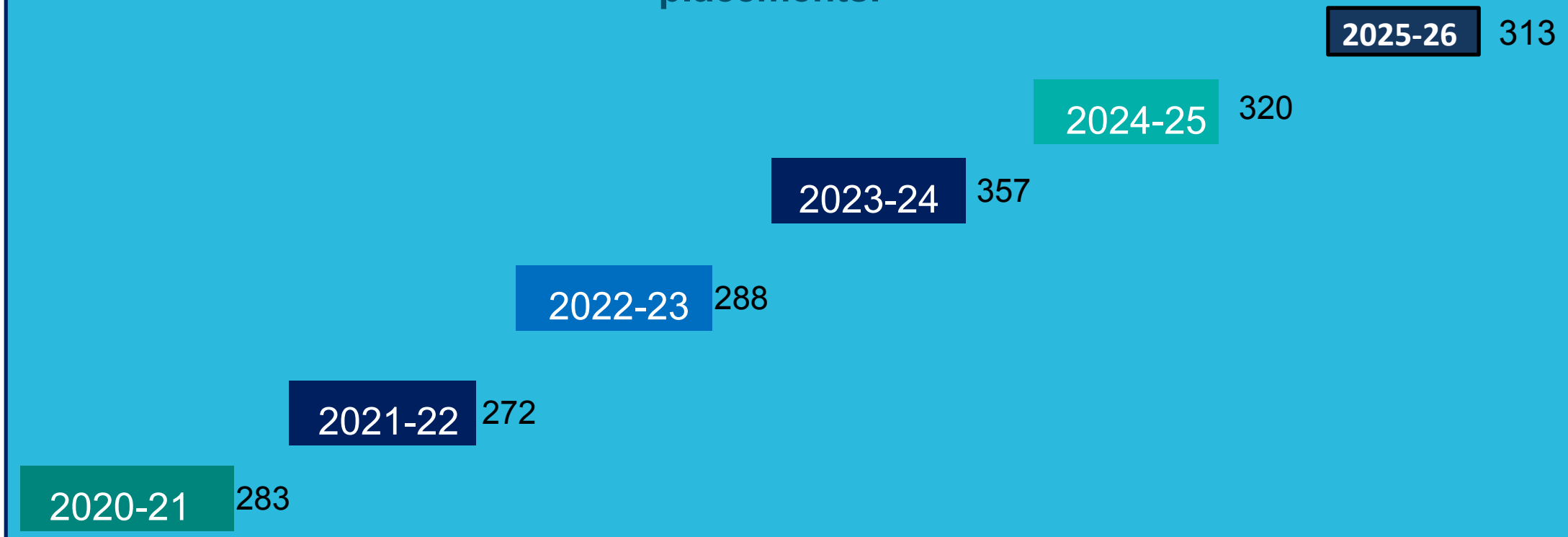
A Salesforce Centre of Excellence (CoE) delivers several key outcomes, including

- Enhanced Skill Development
- Industry collaboration
- Innovative R&D
- Curriculum Enrichment
- Community and Networking

Placement Records

Salesforce data: 25-27% of CSE and allied branch Salesforce-trained students contribute to the

total number of placements.



LIST OF PROJECTS

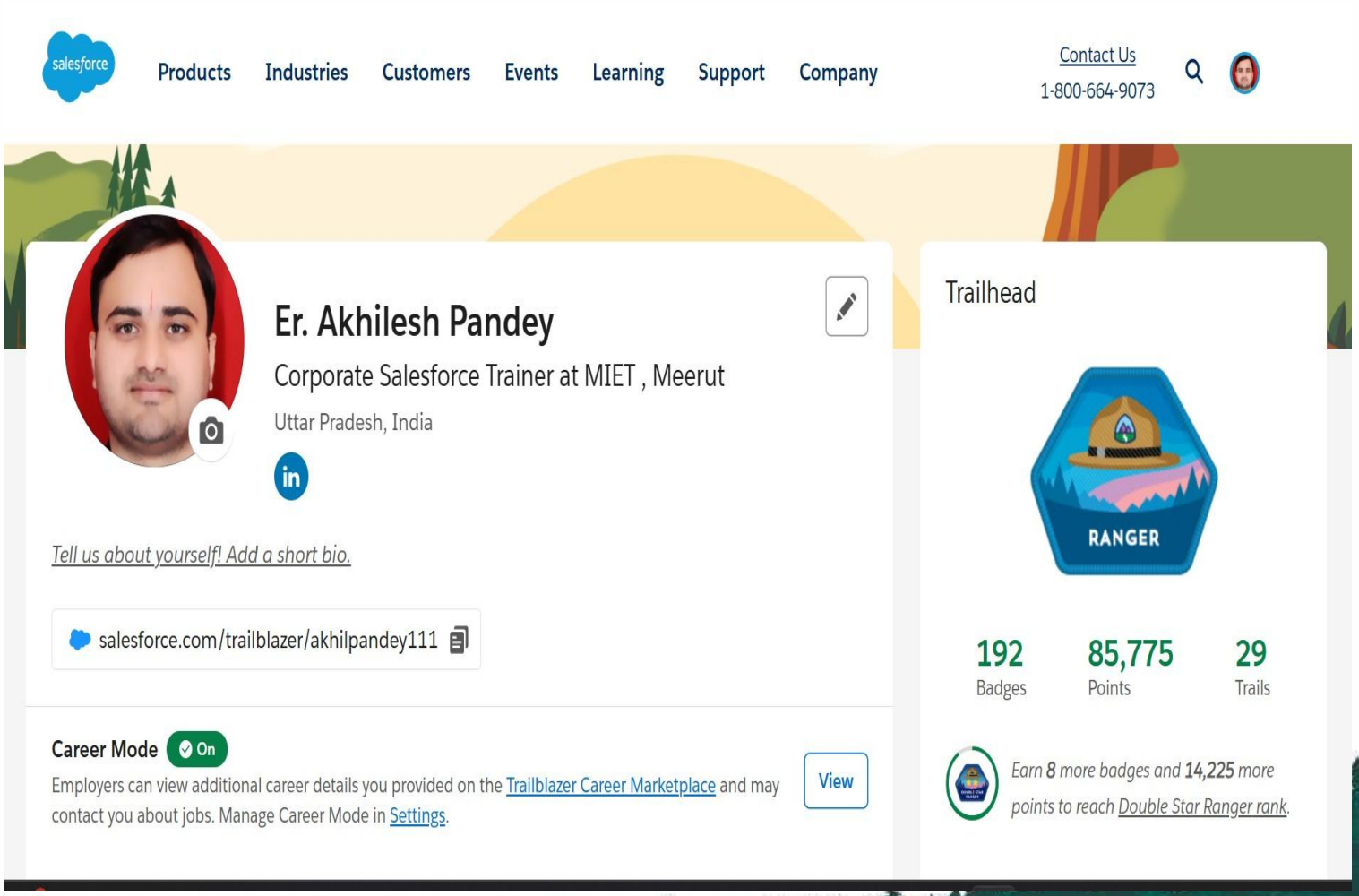
Real-time:

- Customer Relationship Management (CRM) Implementation
- Salesforce Service Cloud Deployment
- Marketing Automation with Salesforce Marketing Cloud
- Salesforce Community Cloud Portal
- Salesforce Integration with ERP Systems
- Custom App Development on the Salesforce Platform

……and many more

Trailhead Reinvents the Resume

- Skills-based view
- Points, badges, ranks
- Link social profiles
- Custom branded URL
  Example:
- https://www.salesforce.com/trailblazer/akhilpandey111



The Trailblazer Community Includes Everybody



Salesforce MVPs | Community Groups | Student Groups | Vetforce | Women in Technology | ISVs & SIs | Strategy Technology



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How we started in 2018!!!

LEARN ALL THE SKILLS YOU NEED
Start taking trails on Trailhead and learn Salesforce Skills https://trailhead.salesforce.com

START A SALESFORCE learner GROUP
Leaders should apply here:
https://trailblazercommunitygroups.com/become-a-group-leader/

CONNECT WITH FELLOW TRAILBLAZERS
Follow us in the Trailblazer Community, and on social.
Community:
https://trailblazer.salesforce.com Twitter:
@Trailhead
Facebook: /SalesforceTrailhead

Offer letters

Dazeworks, Webkul, Nagarro, 360 Degree Cloud, Techmatrix and many

WEBKUL

Webkul Software Pvt. Ltd.
CIN: U72300UP2010PTC041790
Address: H-28 ARV Park
Sector 63 Noida 201301 (UP) India
Phone: +91 9870284067
Website: webkul.com

04th February, 2021

Mr. Vishu Grade

Letter of Offer

Dear Vishu,

Congratulations!! We are pleased to appoint you as **Associate Salesforce Developer** and look forward to you being a part of our family.

We are glad to inform you that the appointment will commence from the day of joining i.e **Tuesday, March 2nd 2021** failing which this appointment will stand automatically withdrawn.

We are offering you annual entitlement of **Rs. 3,60,015/-** Details of other allowances shall be **as per enclosed in Annexure I.**

Welcome once again, may this be the start of a long, happy and successful association with Webkul.

Webkul Software Pvt Ltd
H-28, ARV Park
Sector 63 Noida- 201301

360 LOUD
Consulting From Every Angle

TSDC TECHNOLOGIES LLP

"GENERAL SERVICE AGREEMENT"

This agreement is made on this date **26-03-2024** and will be effective starting **27-03-2024** to **28-06-2024** at NOIDA.

BY AND BETWEEN

TSDC Technologies/Company, a company incorporated under the Companies Act, 1956 and having its principal place of business at **B-29, Sector 1, Noida, U.P. - 121002** (hereinafter **"TSDC Technologies/Company"**) which expression, unless repugnant to the context, shall mean and include representatives, assigns, subsidiaries, successors, etc.

AND

Akansha Tomar S/O or D/O **Mr. Manoj Kumar** residing at **D/O Manoj Kumar, 155-D Saket , Meerut, Meerut Cantt, UP 250001** & Adhaar Number- **8863 1798 1743** at (hereinafter referred to as "Service Provider"), which expression shall, unless repugnant to the context or meaning thereof, be deemed to mean and include its successors).

1. BACKGROUND:

1.1 TSDC Technologies believes that the Service Provider has the necessary qualifications, experience, and abilities to provide services to TSDC Technologies.

1.2 The Service Provider is agreeable to providing such services to TSDC Technologies on the terms and conditions set out in this Agreement.

WHEREAS, TSDC Technologies wishes to have a Service Provider, provide assistance to TSDC Technologies

Ph = 0120-4548949

TechMatrix IT Consulting Pvt Ltd
"Delivering business productivity in the cloud"

Offer Letter

Date: Feb 25, 2019

Dear Mehul Tyagi,

Pursuing to your skills evaluation and consequent to our discussions we are happy to offer you position of a **Jr. Salesforce Developer** with TechMatrix.

You will be on probation for initial six months. On successful completion of probation you'll receive a permanent employment status basis your performance and supervisor's feedback.

As part of our organization you will be rewarded with the following compensation:

BREAK- UP FIELDS		
Component A	Monthly	Annual
Basic	8167	98000
HRA	4083	49000
Conveyance	1600	19200
Medical	1250	15000
Project Allowance	6594	79126
LTA	1667	20000
Food Allowance	2200	26400
Total Fix	25561	306726

Participation and Awards:

Salesforce Academic Awards 2018- BEST ACADEMIC PARTNER



Expert Sessions @ MIET

and Trailblazer Chirag, April 2025

By Alumni, Aviral Aggrawal, December 2025





DEPARTMENTAL CLUB OF CSE

ECHOES MIET

Presents

MANTHAN

COLLEGE TO CORPORATE : MY SALESFORCE JOURNEY



Mr. Shubham Bhardwaj
Founder/CEO
Salesforce Geek

Register now!

16 SEPT

Tuesday
10:30 AM
Audi 3

Convener
Prof. (Dr.) Vikas Srivastava

Faculty Cordinate
Ms. Priyanka Dhanraj

Student Coordinator
Chirag Sharma : +91 9557689316
Krishna Bhatnagar : +91 7037444297

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News coverage

2018-2019

गुरुवार , 10 जनवरी 2019

18

हिन्दुस्तान

मेरठ। सॉफ्टवेयर सेल्फफोर्स ने नवीनतम प्रौद्योगिकी कौशल और सॉफ्ट स्किल पर छात्रों को प्रशिक्षित करने के लिए 'वूमेन इन टेक' संगठन शुरू हुआ। वाइस चेयरमैन पुनीत अग्रवाल ने कहा कि इसमें छात्रों को नई तकनीकी का प्रशिक्षण दिया जाएगा। समन्वयक शिवानी रोहिल्ला के अनु महिलाओं में नवाचार, प्रौद्योगिकी, महिला सशक्तिकरण एवं उद्यमशीलत को प्रेरित करने को संगठन की शुरुआत की



न्यूज फर्स्ट टुडे

NEWS F1RST TODAY

एमआईईटी में सेल्सफोर्स 'लर्न फ़ॉर ऑल' का आयोजन



मेरठ (रिपोर्टर)। मेरठ इंस्टीट्यूट ऑफ इंजीनियरिंग एंड टेक्नोलॉजी के कंप्यूटर साइंस विभाग में सेल्सफोर्स रलर्न फ़ॉर ऑल्ल कार्यक्रम का आयोजन हुआ। इस दौरान डेजवर्कस कंपनी के मुख्य कार्यकारी अधिकारी विनय चतुर्वेदी और एमआईईटी कॉलिज के वाइस चेयरमैन पुनीत अग्रवाल ने दीप प्रज्वलित कर कार्यक्रम का शुभारंभ किया। विनय चतुर्वेदी ने छात्र छात्राओं को बताया कि वर्तमान में आईटी कंपनियों में सेल्सफोर्स टूल्स पर काम करने वाले विशेषज्ञों की मांग सबसे अधिक है। सेलस्फोर्स भविष्य में आर्टिफिशियल इंटेलिजेंस, रोबोटिक्स, इंटरनेट ऑफ थिंग्स, थ्री-डी प्रिंटिंग, जेनेटिक इंजीनियरिंग, क्लाउड कंप्यूटिंग, मशीन लर्निंग आदि मुख्य तकनीकों का संचालन है। विभिन्न प्रकार के आईटी संबंधित क्षेत्र के कार्यों में सेल्स फोर्स टूल्स का इस्तेमाल होता है, क्योंकि सेल्सफोर्स तकनीक पर काम कम समय में बेहद आसान तरीके से हो जाता है, और सुरक्षा के दृष्टिकोण से अन्य तकनीकों से अधिक सुरक्षित है।

वाइस चेयरमैन पुनीत अग्रवाल ने की कहा वर्कशॉप का उद्देश्य एकेडमिक और इंडस्ट्री के बीच पूर्ण सामंजस्य स्थापित करना है ताकि छात्र नवीनतम प्रौद्योगिक नवाचारों और अविष्कारों को अपने पाठ्यक्रम के साथ ही सीख सकें और इंडस्ट्री में जाने के लिए, अभी से अपने आप को तैयार कर सकें। इस दौरान का कार्यक्रम में डीन एकेडमिक प्रो डॉ डीके शर्मा, सेल्सफोर्स को ऑर्डिनेटर शिवानी रोहिल्ला, शैलेंद्र सिंह, देवेश सोम एवं अर्पेण सिंह मौजूद रहे।

THANK YOU

