

Abdul Akhir

CRM Consultant & Developer | Full Stack Developer

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[LinkedIn](#) / [GitHub](#) / [Upwork](#) | Working with clients remotely

PROFILE

CRM consultant and full stack developer with 4+ years of experience. Builds Salesforce and HubSpot systems, web applications and connections between business tools. Helps businesses manage customers, automate routine tasks and keep data organized. Works directly with clients to understand their needs, build the solution and show them how to use it.

PROFESSIONAL EXPERIENCE

Lead Salesforce Developer & Full Stack Developer

Azitez | August 2024 - Present

- Built Salesforce Field Service screens for site visits, work orders and stock tracking so technicians can complete their work in one place.
- Connected CRM systems with FieldPulse, QuickBooks, Authorize.Net, Google Drive and Twilio to share job, payment, document and messaging updates.
- Built HubSpot CRM cards, custom CRM screens, duplicate checks and data import processes to make customer information easier to access and more accurate.
- Agreed on project goals with clients, shared progress and provided clear instructions so they could use and maintain the finished solution.

Associate Software Engineer

Rolustech | September 2023 - August 2024

- Customized SugarCRM screens, processes and integrations to fit how each client worked.
- Built PHP and JavaScript features and fixed database, API and application issues for clients.

CORE EXPERTISE

Salesforce	Apex, LWC, Visualforce, Flows, SOQL, Sales Cloud, Field Service
Other CRMs	HubSpot, SugarCRM, custom CRM development
Web development	JavaScript, TypeScript, React, Node.js, Python, Django, PHP, WordPress, WooCommerce
Integrations	REST APIs, OAuth, webhooks, scheduled data updates
AI tools	Codex, Claude, AI plugins, Model Context Protocol (MCP)
Databases	SQL, PostgreSQL, MySQL
Cloud & delivery	Git, GitHub Actions, Cloudflare Workers, AWS, Azure

EDUCATION

BS Computer Science | FAST NUCES | 2016-2021

Selected project experience

CRM workflows. Connected tools. Practical applications.

Client names are kept private. Read the full case studies at abdulakhir.com.

Salesforce Field Service

Built guided steps for technician check-in, equipment collection and delivery, assessments and visit completion. Added serial-number checks and handling for equipment swaps, missing stock and unfinished visits.

Salesforce Field Service / LWC / Apex

Google Drive & SharePoint document management

Added Google Drive folders, file browsing and uploads to Salesforce records. Built SharePoint archiving with document details, file checks and access to saved files.

LWC / Apex / Google Drive API / Microsoft Graph

HubSpot integrations & CRM interfaces

Built a card showing related records on a HubSpot contact. Connected account, healthcare and billing systems while keeping the correct customers and records linked.

HubSpot APIs / UI Extensions / React / Node.js

Accounting & payment integrations

Connected QuickBooks customers, products and invoices with Salesforce. Added Authorize.Net payment links, transaction records and payment-status updates.

Apex / QuickBooks Online / Authorize.Net / REST APIs

Salesforce duplicate detection

Compared incoming customer data with Salesforce Leads and Contacts to find possible duplicates. Each match shows a confidence score and the reason it was identified.

Batch Apex / SOQL / Data normalization

WordPress & WooCommerce to Salesforce

Updated automatic order and product transfers to Salesforce, matched fields between systems and added processing that users can run when needed.

Node.js / WooCommerce APIs / Salesforce / Azure

Guided work orders & proposal revisions

Built a step-by-step work-order form with checks before submission. Added a way to apply selected proposal changes to customer copies and their items.

LWC / Apex / Screen Flow / Validation Rules

Custom CRM & data workflows

Contributed CRM screens built with React and TypeScript and APIs connected to Salesforce. Also worked on Django lead management, CSV imports, sales reports and stock reports that work offline.

React / TypeScript / .NET APIs / Django / Apex

Portfolio: abdulakhir.com | [Book a free consultation](#) | [Hire on Upwork](#)