PENDLI SAI SAKETH

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OBJECTIVE

To associate with an organization where I can apply my skills andknowledge and upgrade them for the welfare of the organization and society. To overcome my fears and improve myself in all aspects in order to achieve goals of the organization.

PROFESSIONAL SUMMARY

- Certified CPQ specialist.
- Has good knowledge of the technical and functional aspects of salesforce.com on demand CRM package.
- Hands on experience as CPQ developer.
- Workflow implementation with objects, Custom apps,Layouts, Tabs, Validation rules, Price rules, Product rules.
- Workflow and approval processes, sharing rules.

EDUCATIONAL QUALIFICATIONS

QUALIFICATION	UNIVERSITY	YEAR OF PASSING	PERCENTAGE/CGPA
Bachelor of technology	Malla Reddy Institute of Technology	2020	6.3
Intermediate	Sri Chaitanya Junior College	2016	89.8
SSC	Maharshi Vidyalaya	2014	9.0

TECHNICAL SUMMARY

SKILL TYPE	SKILL NAME/TOOL
Cloud platform	Salesforce sales cloud, Revenue cloud (CPQ)
Programming Skills	Apex, SQL, HTML
Data Import and Export	Data Loader
Operating System	Windows 8/10, Linux

PROJECT DETAILS

- Client: CloudSmiths
- Role: Salesforce Developer

ROLES AND RESPONSIBILITIES IN PROJECT

Cloudsmiths has embarked on an internal implementation of CPQ, to better manage its sales processes, so as a CPQ developer my responsibilities are as follow:

- To create a solution that will help the team efficiently manage Salesforce licensing quotation process.
- To allow the sales and delivery team to have first-hand experience with CPQ thus be able to fulfil Cloudsmiths goal of generating CPQ revenue.
- Configured Products as bundled and standalone products.
- Enabled configuration attribute and product rules.
- Enabled mutli currency in order to achieve pricing in different countries.
- Created a custom price book to store the prices of products.
- Used Price rules, Discount schedules and Cost+ markup.
- Approval process based upon account type.
- Automation using flows for approval escalation and contract generation.
- Added product images for better interface.
- Renewal and contract based on exchange rate.
- Validation rules on different fields.
- Page layout customization as per requirement.
- Contracted pricing for key accounts.

PERSONAL STRENGTHS

- Quick Learner.
- Hardworking nature.

CERTIFICATIONS

Salesforce Certified CPQ Specialist - Credential ID 23055481

DECLARATION

I do hereby declare that the information furnished above is true to the best of my knowledge and belief.

SAI SAKETH PENDLI