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## Kotha Sai Naga Sowmith

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### PROFESSIONAL SUMMARY

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- Expertise in Salesforce Development with more than 5.5+ experience with hands on knowledge of Sales Cloud, Service Cloud, Apttus CPQ and Apttus CLM. Completed Salesforce certifications such as PD1, Salesforce Certified Administrator, Einstein Analytics and Discovery Consultant.
- Three years of development experience on Quote to Cash life cycle.
- Worked in various stages of SDLC like requirement analysis, design, development, testing, implementation and maintenance.
- Hands on experience in developing scalable applications and solving business problems using Salesforce standard configuration and customization such as Apex, Triggers, Visualforce, LWC, Visualforce and Batch classes.
- Hands on experience in designing and implementing scalable Enterprise Application using JS & jQuery.
- **Onsite Experience (Sunnyvale, CA, USA on B1):**
  - Lead a Renewal team of 5 members of our project. I was deeply involved in Requirement gathering and design analysis.
  - Presented teamwork with client face to face and developed end to end implementation of new features.
  - Received several accolades and appreciations from Client. Built a good rapport with Client in critical situation and eventually won their trust.
- Self-starter, strong problem solver and a team player with leadership capabilities.
- Sound experience of Agile/Scrum methodology and onsite/offshore delivery model.

### EMPLOYMENT

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Salesforce Consultant	Deloitte Digital (USI)	May 2018 – till date
<ul style="list-style-type: none"><li>• Extensively worked for 3 years on Cloud based implementation of Quote-to-Cash model using Apttus CPQ, Apttus CLM, X-Author for Word. Design &amp; Developed several key features and performance impacting solutions for client using Salesforce configuration and customizations.</li><li>• At present, working on EDI module and Renewal module of Salesforce CPQ.</li><li>• Worked on Apttus CPQ implementation for ongoing project with end to end customization in Quoting process. Customizing Apttus Approvals using child and search filters.</li><li>• Integrating Salesforce with MuleSoft for generating Orders and sending details through various systems such as NetSuite, Zuora, TR OneSource and High Radius.</li><li>• Implementation of Apttus CLM for populating data into templates using X-Author for Excel and X-Author for Word.</li></ul>		

Program Analyst	Cognizant Technology Services	Nov 2015 – May 2018
<ul style="list-style-type: none"><li>• Extensively worked on Salesforce Cloud platform using apex, Visualforce, Custom objects, Validations, Workflows, Approval processes, Events, Task, Apex Schedulers, Reports, Email Templates, ANT, REST API's and Data loader</li><li>• Worked on 2 projects which were developed on Force.com platform in domains such as Banking and Information &amp; Media.</li><li>• Third Party integrations such as Zuora (for Payment and Subscriptions) and Communicator (for emails).</li></ul>		

**Firm Initiatives****Deloitte Digital (USI)**

- Worked on KPI initiative to migrate the Lightning Components to LWC components and implemented the Einstein Prediction Builder for better user suggestions.
- Lead team of 4 people from requirement gathering, designing up for the bolt solution in LWC.

**EDUCATION**

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**KLU, Vijayawada****Koneru Lakshmaiah University****June 2011 – May 2015**

- BTech in Electronics and Communication Engineering May 2015. 8.9 GPA.
- Undergraduate Coursework: Software Foundations; Computer Architecture; Data Structures; Algorithms; Human Computer Interaction; Antennas; Microprocessors; Operating Systems; Databases; Algorithms; Programming Languages.

**Narayana Junior College, Kurnool****Andhra State Board****Aug 2009 - May 2011**

- 12<sup>th</sup> education with group Physics, Chemistry, Mathematics. Percent: 95.6%.

**Nalanda Vidya Niketan, Kurnool****AP State Board (SSC)****March 2009**

- 10<sup>th</sup> passed with percent: 90.6%

**TECHNICAL EXPERIENCE**

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**Projects**

- **Micro Focus** (May2018 – till date): Worked on end to end implementation of Quote to Cash flow using Apttus CPQ and Apttus CLM.
  - i. Designed and customized New Business, Add-On, Upgrade and Renewal Quote process up to Order booking.
  - ii. Implemented the functionality like Goal Price, Apttus Approvals, Configuring Document generation using Apttus CLM and X-Author for word.
  - iii. Contributed to one of the most robust implementation of Large Quote design across all Quote types using Apex, Batch classes and custom Pricing scripts.
- **Perform Managed Services** (Sep 2016 - May 2018): Perform Group is a global sports media company in United Kingdom operating across various countries. In this project we work on DAZN application which is a sports broadcaster founded by Perform Group in 2015. Its aim is to provide users with unlimited access to watch live and on-demand sports content for a monthly and annual fee. It first launched in Germany, Switzerland, and Austria and later in Japan and now it's going to launch in Canada. DAZN is accessible on a wide range of connected devices, including Smart TV, laptops, tablets, smartphones and games consoles. As a part of this project we are handling the community users including Case management and handles their Sign in and Sign-up journeys and the payments with the help of third-party integrations like Zuora (for Payments) and Communicator (for emails).
- **Treasury Onboarding** (Jan 2016 – Aug 2016): Key Bank is a US based Bank, which deal with the sales process in Loan and Treasury Onboarding services.
- **ICoach** (Firm Initiative): Tool Developed on LWC which is used for training the Sales Rep's and providing the Lead boards based on their Lead, Opportunity Closures on monthly basis and Compensation calculation based on the Deal Closures. This initiative earned us a project in AMEX.
- **Tech Sector** (Firm Initiative): Deloitte USI first lightning bolt solution which is totally being built in LWC. This project focusses on entirely new UI with the deal registration and the partner registration program providing the partners to upgrade their badge.

#### **ADDITIONAL EXPERIENCE AND AWARDS**

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- **Salesforce Certifications:** Platform Developer 1, Community Cloud Consultant, Salesforce Certified Administrator and Einstein Analytics and Discovery Consultant.
- **Outstanding, Applause and Spot Awards** in Deloitte Consulting USI.
- Solved **Data Structures & Algorithms made easy** book consisting of more than 300 problems in C.
- **Competitive Coder** and active member on **HackerEarth**, **HackerRank** and **Google Code Jam**.
- Core Java Certification from **DurgaSOFT**.
- C Certification from **DurgaSOFT**.
- Presentation on **Bipolar Antennas and Micro Processors**.
- School topper in class 10<sup>th</sup>.

#### **LANGUAGES AND TECHNOLOGIES**

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- Java; SOQL; SQL; JavaScript; jQuery; Apex; Visualforce; Lightning; LWC;
- Visual Studio; Eclipse; ANT; Apex Data loader;
- Force.com platform; Salesforce CRM;