



## **Naba Kishore Sahoo**

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### **CAREER OBJECTIVE:**

Highly accomplished with a verifiable track record of managing projects and exceeding expectations. Extensive experience in managing projects through to completion, gathering business requirements and designing process and system improvements to increase productivity, gain revenue and reduce costs.

Strong interpersonal skills, highly adept at diplomatically facilitating discussions and negotiations with stakeholders, with a high attention to detail. Self-motivated with a strong analytical mind, alongside the ability to recognise and develop innovative strategies, plus displaying personal drive and a passion for delivering excellent customer and stakeholder satisfaction.

### **PROFESSIONAL SUMMARY:**

- **15 years of experience and 4+ years into Salesforce with 2 Year expertise in Salesforce CPQ** development currently working with **Golden Cross Pharma Ltd.**
- Have worked on **Product Rules, Summary Variables.**
- Have worked on **Option Constraint, Price Rules.**
- Have worked on **Advanced Approval** Process.
- Strong understanding of Apex, Visualforce, Triggers, Workflows, Lightning Flow.
- Strong understanding Validation and SOQL & SOSL, Salesforce Lightning.
- Knowledge of Roles, Profiles, Sharing rules, Report & Dashboard
- Knowledge of Standard and Custom Objects, Custom Setting, Page Layouts and Record Types.
- Completed more than **100 Salesforce Trailhead Modules and 4 Super Badges.**
- Developing and designing projects keeping industry best practices in mind.
- Excellent analytical and problem solving skills, self-motivated.
- Enthusiastic to learn new concepts, to work as a team and quick in grasping things and understanding the core related to them.
- Experience in **Jira** tool.
- Experience in deployments with tools such as **Work-bench & Change Sets** .

## TECHNICAL EXPERTISE

- **Programming Language:** Basics of Java, SAP
- **Database Query Languages:** Basic SQL
- **API testing tool:** Postman
- **Development Tool:** VS code
- **Test Automation Tool:** Workbench
- **Operating System:** MS Windows 7/10/11, Linux
- **Working Environment:** Agile Methodology

## WORK EXPERIENCE:

**June 2019 -till date**

### **Project: SAP Ariba**

Description: SAP Ariba is a American based company. The Company provides cloud-based procurement, spend management and supply chain services that enable suppliers and buyers to connect and do business globally.. Its software and services to corporate customers. Its segments includes Software and Platforms divisions, Content and Services division and Other segment. It has many Business Units which work on different verticals. The functionality is build on Salesforce CPQ tool.

#### Responsibilities:

- Building the org with complete deployment of meta data.
- Installed all the related package to the org such as Cpq Package, Advanced approval package etc.
- Created Product Rules, Option Constraints, Summary Variables
- Created Price Rules
- Configure advanced approval process

## EDUCATION SUMMARY:

- Bachelor in Pharmacy From Biju Pattanaik University Of Technology , Odisha