**Sai Krishna Pakalapati**

Mobile:7799478087

Email:psaikrishna777@gmail.com

**OBJECTIVE:**

To work in an organization where I can exhibit my skills, learn and grow along with them. I would go an extra mile to excel at my work and help achieve the organizational goals.

**EDUCATIONAL QUALIFICATIONS:**

* **B-Tech** 2016 pass out in **Electrical & Electronic Engineering** (2013-2016) from Avanthi’s Research & Technological Academy , **JNTU** with an aggregate of 66%
* Diploma in **Electrical & Electronic Engineering** (2010-2013) from Sai Krishna Polytechnic College with an aggregate of 84%
* SSC from M.N.R Educational institutions with an aggregate of 81%.

**Experience Summary:**

**Salesforce CPQ**

* I have overall 2.6 years of work experience in providing consulting services on Salesforce CPQ. Working as Salesforce CPQ & Apttus CPQ developer for GE Healthcare business.
* I have involved in creation of Products, features, categories
* I have involved in creation of product rules (Selection, Validation, Alert)
* I have involved in creation of price rules based on quantity and also created option constraints
* I have involved in creation of volume based discounting schedule
* I have involved in creation of pricing methods and guided selling process
* Worked on CPQ related objects like Products, Options, Categories, Features, Product rules, Price rules, Option constraints etc..,

**Apttus CPQ**

Expert in Creation of Products (offering), Structure creation, Options, Option groups, constraint rules, Product groups, Categories, Price lists, List price, Migration of products from one instance to others using X-Author, Product Commercial Lifecycle manually or using X-Author, Product structure upload using X-Author, Reports, Views. Maintanance jobs.

**Professional Experience : GENPACT INDIA PVT LTD**

Technical Associate (Feb 2018 – Present)

**Project Name :** GEHC Salesforce CPQ & Apttus Deployment & Support.

**Role** : Salesforce & Apttus CPQ Developer

**Domain** : Sales

**Regions :** South Asia, ASEAN, KR, ANZ, USCAN

**Project Description**:

GE Healthcare Provides transformational Medical technologies and services that are shaping a new age of patient care. Manufacturing technologies is helping clinicians around the world re-imagine new ways to predict, diagnose, inform and treat diseases, So their patients can live their lives to the fullest. SFDC/Apttus Application has been implemented to help the business in marketing its products, identify the potential customers, trading its products to different Clinical institutes and different hospitals and providing post sales and services to the customers.

**Responsibilities:**

* Download Global Product structures.
* Coordinate with respective RPM’s.
* Get RPM’s inputs for cat numbers to be setup for my regions.
* Build the Regional Product requirements
* Get the modeling products validate by RPM’s by setting up Apttus sessions with them.
* Once validated Migrate them from Modeling to Production.
* Join global CML calls along with RPM’s.
* All non-products data setups for all products.
* Ongoing product maintenance, data & User support.
* Validation of accounts for the regions that comes under me after the google verification & as per the business rules specified.
* Modification of existing accounts for requests raised through SFDC.
* Merger of duplicate accounts as per the standard operating procedures.
* Sanity checks on different levels on periodic intervals to ensure data quality.

**Achievements:**

* Got Bronze Award for Q4 in 2018.
* Got Bronze Award for Q4 in 2019

**STRENGTHS:**

* Good functional and communication skills
* Positive attitude and enthusiastic in taking up new challenges
* Hard working and perseverant
* Self-Motivation & Quick Learner

**PERSONAL PROFILE:**

Name : Pakalapati Sai Krishna

Father’s Name : P Narasimha Murthy Raju

Date of Birth : 29-08-1995

Religion : Hindu

Marital Status : Unmarried

Nationality : Indian

Languages known :English,Telugu,Hindi.

**DECLARATION:**

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

Place: Hyderabad

Date: **(P.SAI KRISHNA)**