

India based BioTech Company



Introduction:

This organization works in the BioTech field providing raw materials to Pharma companies to develop products. The company wanted to increase the productivity of their sales team and wanted to monitor the number of failed batches that were returning from sampling.



Team Size 2



Timeline in months 14

Sales Cloud customisation using Apex-

- Setting up the Salesforce environment
- Setup products
- Created custom objects for order tracking
- Defined Sales team business hierarchy
- Built sampling authorisation workflows
- Trigger automation for approvals, data updates

Third party integration -

- Integrated SAP with Salesforce to monitor the number of batches going out for sampling and products returned.

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Certifications

