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RohitRanjan

**PROFESSIONAL EXPERIENCE**

Working as a Consultant in Deloitte USI having with 4 years of professional experience in implementing Oracle CPQ solutions. Successfully cleared all the certification for Oracle CPQ Implementation Specialist for 2016, 2017 and 2019. Design solutions for different industries like telecom, retail, finance etc to help them to adopt CPQ cloud as a go to solution in order to increase their sales process.

**PROJECT 1:**

|  |  |
| --- | --- |
| Project  | Broadcom CRM CPQ Implimentation |
| Technical Environment | Oracle CPQ Cloud |
| Description | This Project aims at implementation of end to end CRM functionality using Oracle CPQ Cloud, Oracle Engagment Cloud, Oracle EBS, SOA with every tool having its own functionality to achieve. |
| Client  | Broadcom **March 2019 - Present** |
| **Role and Responsibility** | **Key Functionalities:*** Import Export of line items using Excel
* Deal Mangement
* Merging of multiple quotes using Config API
* Fetching customer detail from OEC using SOAP and REST web Services
* Custom Renewal functionality
* CPQ-OEC, CPQ-CLM, CPQ-SOA integrations
* Product Configuration
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**PROJECT DETAILS:**

Working as a consultant to provide solution and design in different modules of CPQ. Project is mainly focused on end to end flow of CRM ie. lead to cash functionality. So CPQ is being integrated with OEC to fetch customer details in CPQ then user creates a quote that navigates through different approval mechanism including header and line level approval. Once quote gets approved, it is being sent to EBS for order submission using SOA interface. At last document gets generated and sent to CLM for digital signatures.

**PROJECT 2:**

|  |  |
| --- | --- |
| Project  | Oracle CPQ Implementation |
| Technical Environment | Oracle CPQ Cloud |
| Description | This Project aims at complete implementation of Config and commerce CPQ Cloud for Quoting process for telecom client who needs to supply cable connections to different countries of South Africa. |
| Client  | Multichoice **March 2018- Jan 2019** |
| **Role and Responsibility** | * Product Configuration
* Commerce
* Approvals
* Pricing and discounting
* BOM Implementation
* ABO Implementation
* Multi Language Document
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**PROJECT DETAILS:**

This product is used by “Multichoice Client” who wants to distribute their packages and connections to their Business as well as residential customers. So, this product is integrated with OSC to have customer related information. CPQ is also integrated with OMS to convert their producs into Assets and have implemented ABO. Now for billing the customer we have integrated this product with Billingsytem also. Configured one model with different tabs to implement residential and commercial scenario. Document and pricing have been implemented in multiple language and currencies.

**PROJECT 3:**

|  |  |
| --- | --- |
| Project  | Oracle CPQ Implementation |
| Technical Environment | Oracle CPQ Cloud |
| Description | This Project aims at complete implementation of Config and commerce CPQ Cloud for Quoting process for several financing plans and services.  |
| Client  | Vanguard **Nov - Feb (2016-2018)** |
| **Role and Responsibility** | * Product Configuration
* Commerce
* Approvals
* Pricing and Discounting
* Document Designer(XSL)
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**PROJECT DETAILS:**

Working on CPQ application which is used to generate quotation for finance client with the all available funds and services. This application was integrated with on premise application i.e. Siebel CRM. The project was implemented on “Agile Process” which helps in continuous development of the product by iterating the process. Configured three models with one family that constitutes all the mutual funds and services provided by the business. Implemented multiple array sets to hold more than 500 services.

**TECHNICAL SKILLS**

**CRM Products** Oracle CPQ Cloud, MS Dynamics CRM

**Database Utilities** SQL

**Platforms** MS XP, Visual Studio

**Scripting Languages** BMQL

**Language Used**  Html, Css, Java Script,C#

**HONOURS & AWARDS**

* Oracle CPQ Cloud Service 2016, 2017, and 2019 Certified Implementation Specialist provided by ORACLE.
* Awarded the Best Team Award at TCS in the year 2017 for successful delivery of the project.
* Awarded “On the Spot” award by TCS to provide instance solution for billing related issues.
* Awarded “Applause” award in Deloitte to provide solution for Upgrade issue in Oracle CPQ.

**ACADEMIC PROFILE**

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| --- | --- | --- | --- | --- |
| **Qualification** | **College/ School** | **University/ Board** | **Year of Passing** | **Percentage** |
| B.TECH. (ECE) | KLS Gogte Institute of Technology, Belgaum,Karnataka | VTU | 2016 | 68.93 |
| 12th | St. Xavier jr/sr School, Muzaffarpur,Bihar | CBSE | 2012 | 69.80 |
| 10th | Pristine Children Public High School, Muzaffarpur,Bihar | CBSE | 2010 | 88.00% |

**HOBBIES**

* Cricket
* Travelling and Exploring beauties of world
* Exploring Indian Railways and rails information