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| Manjula Reddy.  Contact: +91 7204290485  Email: [gmr.oct02@gmail.com](mailto:gmr.oct02@gmail.com) |  |

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| **Professional Summary** |  |
| * Around 4 years of experience in IT industry * Around 4 years hands on experience in Oracle Fusion Incentive Compensation and Oracle Sales Cloud. * Good Communication, Co-ordination, and team skills. | | |

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| **Technical Skills** |  |
| CRM: | Oracle Fusion Incentive Compensation, Oracle Sales Cloud | |
| Languages: | SQL, Groovy Scripting. | |
| Work Area**:** | Configurations, Fusion Incentive Compensation and Soap Webservices, BI Answers Reports. | |
| Data Loading: | File Based Loading for Fusion Incentive Compensation, Oracle Sales Cloud | |

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| **Certifications:** |
| Oracle Fusion CRM 2014 Certified Implementation Specialist | | Oracle |
| Oracle Sales Cloud 2016 Implementation Essentials | | Oracle |
| Oracle Incentive Compensation Cloud 2016 Certified Implementation Specialist | | Oracle |
| Oracle CX Sales 2020 Certified Implementation Specialist | | Oracle |

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| **Educational Qualification:** |
| M.C.A | | Osmania University |
| B.Sc (maths) | | Kakathiya University |

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| Project - 1 | Implementation of Fusion Incentive Compensation |
| Client | McAfee |
| Duration | Sep 2019 – April 2020 |
| Team Size | 5 |
| Designation/Role | IC CONSULTANT |

**Client Logo:** 

**Project Details:** Implementation of Incentive Compensation.

* Worked on Out of the box Compensation Plan Documents Using RTF template.
* Configured all Initial setups required for Incentive Compensation.
* Imported transaction records through FBL process.
* Worked on creating custom calendar, Custom Currency Type, DFF Fields, Enabling DFF’s as Qualifying Criteria, Custom Value Sets.
* Set up Compensation Plan, Plan Components and Performance Measures.
* Worked on Measure Formula and Incentive Formula for Compensation Plans.
* Worked on building the BI Publisher and BI Answers reports.

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| Project - 2 | Implementation of Fusion Incentive Compensation |
| Client | JPMC Incentive Comp |
| Duration | April 2020 – July 2020 |
| Team Size | 3 |
| Designation/Role | IC CONSULTANT |

**Client Logo:** 

* Worked on Custom Value Sets.
* Worked on Custom User Defined functions.
* Set up Compensation Plan, Plan Components and Performance Measures.
* Imported Transactions and ran all Transaction Process.
* Worked on Measure Formula and Incentive Formula for Compensation Plans.
* Worked on building the BI Publisher and BI Answers reports.

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| Project - 3 | Oracle Engagement Cloud |
| Client | Keurig - Oracle Sales. |
| Duration | Aug 2020 – still working |
| Team Size | 8 |
| Designation/Role | CONSULTANT |

**Client Logo:** 

* Worked on workspace configurations.
* Worked on Customizing the menu in structure and on springboard.
* Creating Users Using File Based Loading.
* Worked on Resource directory configurations.
* Worked on Customizations using Application Composer.
* Created Lookups and Custom fields in App Composer as per requirement.
* Created Custom Objects as per requirement and Created relationships.
* Worked on Configuration of Account and Contact object pages.
* Imported data through File based load for objects like Account and Contacts.

**Employment: Config Consultants LLC - September 2015 to May 2018.**

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| Project - 4 | Implementation of Oracle Sales Cloud |
| Client | Wyndham |
| Duration | Feb 2017 – April 2018 |
| Team Size | 5 |
| Designation/Role | LEAD CX/SPM CONSULTANT |

**Client Logo:** 

**Project Details:** Implementation of Incentive Compensation.

Wyndham has built their own Incentive Compensation

* Configured all Initial setups required for Incentive Compensation.
* Creating Custom Roles and assigning roles to the required users.
* Worked on creating custom calendar, Custom Currency Type, DFF Fields, Enabling DFF’s as Qualifying Criteria, Custom Value Sets.
* Set up Compensation Plan, Plan Components and Performance Measures.
* Worked on Measure Formula and Incentive Formula for Compensation Plans.
* Worked on building the BI Publisher and BI Answers reports.

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| Project - 5 | Implementation of Fusion Incentive Compensation |
| Client | FORTINET |
| Duration | Sep 2016 – April 2017 |
| Team Size | 9 |
| Designation | LEAD CX/SPM CONSULTANT |

**Client Logo: **

**Project Details:** Implementation of Fusion Incentive Compensation.

* Configured all Initial setups required for Incentive Compensation.
* Imported Currency Conversion Rates, Participant Details and Participant Goals for all the Participant against performance of the Compensation Plan using Standard Template.
* Import Transactions and Scheduled the Transaction Import Process.
* worked on running collect Transaction process, Crediting, Classification, and Calculation Process. Worded on scheduling all these processes on daily basis.
* Manage the sales compensation calculation and payout process
* Worked on creating Payment Plans, Pay Groups, and Payment Batches.
* Worked on building the BI Publisher and BI Answers reports.

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| Project - 6 | Implementation of Oracle Sales Cloud |
| Client | ASA – Electronics. |
| Duration | Nov 2015 to Sept 2016 |
| Size | 10 |
| Designation/Role | CX CONSULTANT |

**Client Logo:** 

**Project Details:** Implementation of Oracle Sales Cloud

* Creating Users using File Based Loading.
* Worked on Customizations using Application Composer.
* Created Custom fields in App Composer as per requirement.
* Created Custom Objects as per requirement and also created relationships.
* Worked on Configuration of Account and Contact object pages.
* Imported data through File based load for objects like Account and Contacts.
* Imported data around 30k for each object through File based load for 3custom objects.
* Worked on Customizing the menu in structure and on springboard.

**Hobbies:**

* Reading books
* Playing chess
* Searching for new things

**Personal Profile:**

Name : Manjula Reddy

Languages Known : Read, Write and Speak

English, Telugu, and Hindi

Nationality : Indian

Marital Status : Married

Preferred Contact No. : 7204290485

**Declaration:**

I hereby declare that particulars furnished above are true and correct to the best of my knowledge.

Place: Bangalore Signature:

Date: Manjula Reddy