**MADHU VEMULA**

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**Professional Summary:**

* An accomplished Solution Architect with 15 years of IT experience in Implementations, Upgrades, Customizations and Production Supports
* Managed and led multiple CPQ implementations
* Extensive knowledge on functionality offered for Product Configuration in Salesforce and Oracle
* Specialist in Configure, Price, Quote (CPQ) and fully integrating it into current business environments
* Specialized technical and functional abilities with Quote to Cash flow especially with Configure to Order flow
* Advanced level understanding of Salesforce Sales Cloud, CPQ
* Salesforce Certified CPQ Specialist, Salesforce Certified Administrator
* Good Experience in Oracle ERP Modules Inventory, Bills of Material, Configurator, Product Information Management, Advanced Pricing, Order Management etc.
* Good understanding of Salesforce Declarative Features like Objects, Fields, Page Layouts, Validation Rules, Workflows, Users, Profiles, Roles, Reports and Dashboards
* Good understanding of Object Oriented Programming, Apex and Visual Force
* Good experience using Oracle SQL, PL/SQL
* Track record of strong problem solving skills and ability to follow through with the projects from inception to completion
* Have an extreme expertise on the onsite-offshore methodology and been responsible for most of the go lives and post production supports
* Experience in conducting CRP (Conference Room Pilot) and UAT (User Acceptance Testing) sessions
* Experience in requirement gathering and creating functional requirements documents

**Skills:**

* Solution Architecture
* Salesforce CPQ
* Salesforce Administrator
* Oracle CPQ
* Oracle EBS
* Agile PLM
* Object Oriented Programming
* Java
* Apex
* SQL
* PL/SQL
* Systems Design
* Effective Communication
* Lead Team and contribute individually
* Well organized and Results driven
* Handle high pressure situations
* Self-Motivated
* Cross-functional Collaboration

**Education:**

Bachelor of Technology, Year 2005 from JNT University, Hyderabad, India

**Certifications:**

* Salesforce Certified CPQ Specialist
* Salesforce Certified Administrator

**Experience:**

**March 2017 to Current**

**Solution Architect**

**Scientific Games**

Project Description:

CPQ Implementation and Support

* Managed Product Configuration Management team for all business lines
* Designed and Implemented CPQ solution
* Designed a new process to support fast and accurate CPQ development especially around Configuration development
* Setup multiple meetings with product experts to gather information on how the products are configured in the Legacy System and what business rules are to be imposed
* Prepared functional specifications from these discussions
* Prepared documents that contained the Products, Bundle Structure, Configuration Attributes, Product Rules to be created in CPQ for viable configurations of Bundles
* Worked with team in setting up these Products, Bundles and Rules in Test Org first. Created test plans to test the Bundles
* Setup meetings with Sales Ops to demo the Bundles configuration and documented any changes that need to be incorporated
* Migrated the setups to Production Org and maintained the Bundle Structure, Rules
* For any issue in Rules, conducted Root Cause Analysis and also resolved any potential future issues
* Setup Option Constraints and Configuration Rules to ensure accurate configuration of Bundles
* Setup quote templates with appropriate Sections, Quote terms as per the business requirements
* For any new requirements, developed POCs for CPQ related questions or concerns
* When there are un expected results in CPQ data flow, investigated in different directions to resolve the issues
* Conducted CRPs, UATs before a new Configuration Bundle setups are moved to Production Org
* Collaborated with the team and ensured CPQ best practices are followed

**Feb 2015 to Feb 2017**

**Project Leader**

**HCL America**

Project Description:

CPQ ongoing support and release management for a Client

* Worked as a lead Configuration Engineer on a CPQ support project for a client
* For each production release, participated in the BOM and Configuration Rules requirement meetings with Product Management, Configurator Analysts, and IT Teams to gather the requirements for New Products(NPIs) and Enhancement of Models in Oracle CPQ and Product data
* Prepared functional and technical design documents based on these discussions for changes in CPQ solution
* Ensured that the business requirements and design documents (rules, data, and UI) reflect the final agreed to requirements
* Co-ordinated cross functional approval for the design documents
* Worked with technical leads to understand these requirements and extend the current functionality in CPQ
* Executed the test scripts for the NPIs and Enhancements given by QA Teams to ensure test cases match expected results
* Always focused on quality, completing release milestones on time, and adhering to the process
* Supported the custom programs for Items, BOMs in Oracle development and Prod Instances
* Acted as a subject matter expert in Configuration Management team for CPQ process
* Participated in the cutover meetings and ensured smooth transition of the data to Production instances for each release
* Analyzed Production defects found in CPQ to confirm impact, severity, and possible workaround
* Built strong working relationships across all levels of the organization
* Prioritized and executed tasks in a high-pressure environment to deliver expected results in every production release

**Jan 2012 to Jan 2015**

**Team Leader**

**Config Consultants**

Project Description:

New CPQ Implementation

* Worked on multiple projects for different clients as an Oracle CPQ Architect
* As an Architect of Oracle Configurator, discussed with the Engineering and Business Teams and collected, documented the Guided Selling Questionnaire for the Models
* Designed and documented Indented BOM Structure for the Models, mapping of the User Interface Questions to the items in the BOM
* Co-ordinated with the Offshore Team to setup the Items, BOM and Build the Non BOM Structure, Rules and User Interface for the Models in Oracle Configurator
* Tested the Models built to make sure the rules are working as per the requirements and co-ordinated in making the changes where needed
* Setup demos of the Models built in Configurator with the Client team
* Discussed and prepared MD050s for Complex Extensions in Oracle Configurator where the requirements cannot be fulfilled by other rule types
* Worked with the teams to set expectations around Configurator capabilities and ensure the results implemented match the final agreed requirements
* Focused on quality in all areas: Functional and Technical requirements and development
* Completed the milestones on time and helped in Process improvement

**March 2008 to Dec 2011**

**Senior Consultant**

**Deloitte Consulting**

* Worked on several Oracle Implementation and Support projects both as an onsite coordinator and offshore consultant
* As an onsite consultant, interacted with the business users, gathered the requirements and helped them transform to Oracle
* Co-ordinated with the offshore team members and helped in technical development
* Setup demos of solutions developed with customers and ensured the developed objects met their expectations
* Prepared functional specifications and reviewed them both with the customers and technical team to ensure there are no gaps in understanding

**Feb 2006 to Feb 2008**

**Project Lead**

**Apps Associates**

* Worked as an Oracle Apps Techno Functional Consultant on Multiple Projects
* Created Oracle PLSQL Programs to transform Legacy System to Oracle Apps majorly involving Manufacturing Modules like Inventory, Bills of Materials, Routings
* Interacted with the Business users to capture the requirements to be transformed to Oracle Solutions
* Created custom Oracle Forms and Reports for use under the Custom Responsibility as per the Business needs which was not provided by Oracle by default
* Mentored and Trained newly joined team members in Oracle Apps and helped them to move to the next level
* Contributed to and supported Go-Live of Oracle Apps Conversion / Interfaces projects