

**PERSONAL INFORMATION:**

**Complete Name: Gerardo Alvarez Murcia**

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**PROFILE:**

Gerardo Alvarez Murcia I’m a Senior Consultant at ERP Soluciones. I have more than 8 years of Oracle successful projects implementation. I owe an Oracle CPQ´s certification and I have experience leading complex Oracle CX projects at multiple organizations like Financial Services, Real state, Manufacturing, Transportation and Newspaper company.

**TECHNICAL SKILLS:**

* **BML:** 100%.
* **BMQL:** 100%.
* **Native Integrations:** Oracle Sales Cloud / Order Management 100%.
* **Custom Integrations:** SAP / Salesforce / Legacy Systems.
* **Web Services:** SOAP / REST.
* **Pricing:** 100%.
* **Formulas:** 100%.
* **Configuration Rules:** Constraint, Recommendation, Hiding and Recommended Items. 100%.
* **Commerce Rules:** Constraint, Hiding and Validation. 100%.
* **Document Designer:** 100%.
* **Email Designer:** 100%.
* **Migration:** 100%.
* **Data Tables:** 100%.
* **Layouts Desktop / Mobile**: 100%.
* **Approvals:** 100%.
* **Oracle Incentive Compensation:** 80%.
* **Oracle Sales Cloud:** 80%.
* **Oracle Service Cloud (RightNow):** 70%.
* **CSS:** 70%

**PROFESIONAL EXPERIENCE:**

**Company:** ERP Soluciones**.**

**Position:** Oracle CX Manager / Architect

**January 2020 - Present**

**Activities and Achievements:**

* Implementing Oracle CX applications (Oracle CPQ, Oracle Sales Cloud, Oracle Incentive Compensation and Oracle Service Cloud (Rightnow)) with different costumers as an Architect / Developer.
* Coaching team members, modeling and developing functional and technical requirements.
* Admin all Oracle CX projects and reporting to one of the company´s CEO.
* Creating and showing Demos of different Oracle CX solutions.

**Company:** BDS Consulting

**Position:** Oracle CX Manager / Architect

**June 2017 – January 2020**

**Activities and Achievements:**

* Implementing Oracle CX applications (Oracle CPQ and Oracle Incentive Compensation) with different costumers as an Architect / Project manager / Developer.
* Coaching team members, modeling and developing functional and technical requirements.
* Admin Oracle CPQ and Oracle Incentive compensation projects and reporting to the CEO.
* Creating and showing Oracle CPQ´s Demos and Oracle Incentive Compensation solutions.

**Company:** AvanSaaS IT Consulting

**Position:** Oracle CX Manager / Architect

**April 2012 – June 2017**

**Activities and Achievements:**

* Implementing Oracle CX applications (Oracle CPQ, Oracle Sales Cloud, Oracle Incentive Compensation and Oracle Service Cloud (Rightnow)) with different costumers as an Architect / Developer.
* Coaching team members, modeling and developing functional and technical requirements.
* Admin all Oracle CX projects and reporting to the CEO’s.
* Creating and showing different Oracle CX Demos and solutions.
* Implementing consultant of Oracle Siebel CRM

**EDUCATION:**

* Computer Science Degree. Universidad Insurgentes. 2006 – 2009

**CERTIFICATIONS AND COURSES:**

* Certification**. Oracle CPQ Cloud Service 2019 Sales Specialist (January 2021)**
* Certification**. Oracle CPQ Cloud Service 2019 Solution Engineer Specialist (January 2021).**
* Certification. **Oracle CX Sales 2020 Solution Engineer Specialist Assessment (January 2021)**
* Certification**. Oracle Engagement Cloud 2019 Sales Consultant (January 2021)**
* Certification: **Oracle CPQ Cloud Service 2016 Implementation Essentials (December 2016).**
* Diploma: **Project management with Microsoft Project (October 2015).**
* Course**: Yellow Belt Oracle CPQ Cloud (December 2014).**
* Course**: Blue Belt Oracle CPQ Cloud (December 2014)**
* Course**: General Product Support Specialist v4.0 (Nov 2014).**
* Course: **Oracle Fusion Customer Relationship Management 11g PreSales Specialist (February 2014).**
* Course: **Oracle RightNow CX Cloud Service Support Specialist (December 2013).**
* Course**: Personal growth and leadership (August 2008)**