

NAGA PRASAD ORUGANTI

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SUMMARY:

Senior Business Systems Analyst with exceptional skills to transform the needs of business users and stakeholders into functional/technical requirements. Over 18 years in Contract Lifecycle Management (CLM) and development, Salesforce CRM Administration, CPQ implementation. Areas of expertise include:

- Hands on experience in CLM evaluation, discovery and project end-to-end implementations
- Quote to Cash implementation
- SOX compliance tracking - ITGC activities (CMR & UAR)
- DocuSign integration with CPQ/CLM
- Business Analysis and Agile framework
- Successful partnering with Finance with goal of clean bookings and revenue recognition
- Understand the importance of Sales, Legal and Finance as internal customers, providing creative solutions that add value, while still adhering to company audit standards

EXPERIENCE:

SURVEYMONKEY INC., San Mateo, CA

2016 to present

Information Systems Engineer

- Responsible for defining and implementing Salesforce, Zuora & Apttus/Malbek- Quote to Cash process
- Supports over 300 Sales users on day-to-day successful deal completion process (Quote to Signature)
- Successfully implemented Malbek as a new CLM, while decommissioning Apttus and transferring all account records, executed contracts, and most importantly, all in flight quotes and order forms.
 - Involved in the vendor evaluation & discovery stages
 - Partnered with cross functional teams (SalesOps, Legal, and Finance) to design and configure new CLM workflows
 - Training, demos and deployment of new CLM
 - Go-Live and Post-Go-Live support
- Executed 'uplift' initiative that generated incremental renewal revenue totaling \$160k in the first two months
- Other responsibilities include: Zuora-CPQ Product/pricing configurations, Zuora billing system design documentation, and Salesforce deployment activities through Gearset/GIT HUB
- Cross functional partnership and support of Legal, Finance, Procurement, and Sales teams for full quote to signature process, which includes contract negotiation, redlining, approval, and e-signature processes.

MOVE INC., San Jose, CA

2015

Consultant - Sr. Business Analyst- SFDC/CPQ/Eloqua

- Responsible for defining and reviewing Business Requirements (BRD), Solution Design documentations, and defining and implementation on Quote to Order (Q2O-SFDC & CPQ) process and Prospect to Lead (P2L-Eloqua & SFDC) process
- Defined pricing logic and update data tables in CPQ based on business requirements
- Responsible for user training, including material preparation and deployment activities

APTTUS, San Mateo, CA

2013-2015

Consultant - Sr. Salesforce Business Analyst - CPQ

CPQ Implementation for ProQuest, Ann Arbor

- Responsible for defining and reviewing Business Requirements (BRD), Solution Design documentations, maintenance of Product and Pricing workbook, CPQ configuration on Salesforce Dev environment and performed Unit testing, and configuration on Product and Pricing data into Salesforce
- Involved in customization of Constraint Rules-Inclusion rules, Recommendation rules & Replacement rules based on Design documentation, designed and developed Renewal Pricing, Asset based ordering, Promotional Discounts by using Apttus advanced pricing methodologies

CPQ, CLM and Order Management Implementation for Dun & Bradstreet, NJ

- Responsible for CPQ/CLM packages installations and data settings in Dev sandbox, collecting/capture the DNB requirements (Quote to Cash), defining and reviewing Business Requirements (BRD), Solution Design documentations, customization on workflow rules, validation rules based on Solution Design document, and making BRD & Solution Design signoffs from the customer

SAMSUNG ELECTRONICS**2007 to 2012****Sr. Salesforce Business consultant/Admin-Process Eng. Group**

- Liaised between the client and the development team with respect to the gathering and communication of functional business requirements for systems development
- Perform analysis of existing systems and documented the related business concepts, process flows, data elements definitions and calculations, and screen and report layouts keywords
- Interfaced with business users to prepare and update Business Process Requirements, Software Requirements
- Designed Custom objects and implemented various advanced fields like Pick list, Custom Formula Fields, Field Dependencies, Validation Rules, Workflows

NXP SEMI-CONDUCTORS**2006-2007**

Quality Process Analyst – Interacted with various business user groups for gathering the requirements for implementation and documented the Business and Software Requirements Performed detailed analysis of business and technical requirements

LG SOFT INDIA**2004-2006**

Sr. Engineer – Quality - Involved in SQA facilitation for development, conducted QMS trainings to all new associates and Rational tool chain across projects and Administered Rational Clear Quest (Defect Tracking tool)

FCG INDIA LIMITED**2002-2004**

SAP-SD Consultant – Configured SAP R/3 system for sales documents types; pricing procedures for retail sales and online sales. Customized customer order management-environments developed from the SAP inquiry, quotation, contracts/scheduling agreements and sales orders, deliveries, stock transfer orders, rebate processing, settlements

EDUCATION:

Stanford University - Cloud Computing-Selling & Marketing SaaS and Mobile Solutions to the Enterprise, Computer Science

Andhra University, India - Masters in Business Administration

Andhra University, India - Bachelor of Science: Electronics

SKILLS:

Certified Salesforce Admin 201

Certified Force.com developer 401

Certified Scrum Master from Scrum Alliance

Certified Quote-to-Cash from Apttus

CLM training-Apttus & Malbek

Technical Skills

Salesforce.com	User Management, Configuration, Data Management, Validation Rules, Workflow rules, Data Analytics, Visual force pages, Apex, SOQL & SOSL, Email templates, Queues, Query Templates
Zuora/Apttus CPQ	CPQ configuration, Constraint Rules, Recommendation Rules Category Hierarchy, Pricing Dimension, Pricing Rule, Quote/Proposal, Approvals
Apttus CLM/Malbek CLM	Contract negotiation, Approvals, Redlining & Execution
Big Machines-CPQ/	Big Machines CPQ-Configuration, Commerce and Doc Engine
Oracle-Marketing Cloud-Eloqua	Eloqua-Segment creation, Campaign creation and Form Creation
DocuSign	DocuSign Configuration integration
Languages	Apex, Visual force, Java
Interface Programming	EDI/IDOCs, API-SOAP, REST
ERP	SAP-SD, Netsuite
Configuration Management	Clear case, SVN, GIT-HUB
Project Management/CSM	Jira, VISIO, Agile-Scrum framework & Microsoft Project Server, and Gainsight

NAGA ORUGANTI

- San Jose, CA, USA

Contact Information

- 9uf-zne-l0b@mail.dice.com (Preferred)
- 4086060630 (Preferred)

Work History

Total Work Experience: 18 years

- **Information Systems Engineer | SURVEYMONKEY INC**
Jan 01, 2016 - No End Date | San Mateo CA United States
- **Consultant - Sr. Business Analyst | MOVE INC**
Jan 01, 2015 - No End Date | San Jose CA United States
- **Consultant - Sr. Salesforce Business Analyst | APTTUS**
Jan 01, 2013 - Jan 01, 2015 | San Mateo CA United States
- **Sr. Salesforce Business consultant/Admin**
Jan 01, 2007 - Jan 01, 2012
- **Quality Process Analyst**
Jan 01, 2006 - Jan 01, 2007
- **Sr. Engineer | LG SOFT INDIA**
Jan 01, 2004 - Jan 01, 2006
- Jan 01, 2002 - Jan 01, 2004

- **SAMSUNG ELECTRONICS**

No Dates Provided

Education

- **Masters**, No Dates Provided | Andhra University

Skills

- **salesforce.com** | 13yrs | 2020
- **workflow** | 12yrs | 2020
- **documentation** | 10yrs | 2020
- **pricing** | 10yrs | 2020
- **cpq** | 8yrs | 2020
- **quoting** | 8yrs | 2020
- **engineering** | 7yrs | 2020
- **sales** | 7yrs | 2020
- **training** | 7yrs | 2020
- **clm** | 7yrs | 2020
- **configuration** | 7yrs | 2020
- **software deployment** | 6yrs | 2020
- **information systems** | 5yrs | 2020
- **evaluation** | 5yrs | 2020
- **systems design** | 5yrs | 2020
- **consulting** | 10yrs | 2015
- **business requirements** | 9yrs | 2015
- **verification and validation** | 7yrs | 2015
- **system requirements** | 6yrs | 2012
- **systems engineering** | 5yrs | 2012
- **design**
- **validation**

Work Preferences

- Likely to Switch: Most Likely
- Willing to Relocate: No
- Work Authorization:
 - US
- Work Documents:

- Have H1
- Security Clearance: No
- Third Party: No
- Employment Type:
 - Contract - W2
 - Contract to Hire - Independent
 - Full-time
 - Contract to Hire - W2
 - Contract - Independent

Profile Sources

- Dice:
<https://www.dice.com/employer/talent/profile/6e31f4c3334370b5a72652ae93b0f753c9ef1783>