

# Lavanya Majakkar

## CPQ Consultant

6 Years of Experience in CPQ Implementation and Testing. Recognized consistently for performance excellence and contributions for end to end CPQ Implementation in leading Energy & Healthcare industry. Strengths in Pricing Strategies and Configuration Modeling backed by training in Tacton Advanced Modeling.



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## SKILLS

Tacton CPQ

Tacton Studio

Configuration Modeling

Pricing Strategies

Tacton DocGen

Proposal Management

Testing

Agile Methodologies

## INTERESTS

Travelling

Interior decoration

Cooking

## WORK EXPERIENCE

### Pricing Functional Lead- Capgemini Siemens Healthineers CPQ

10/2018 - Present

*Achievements/Tasks*

- Was Leading offshore Pricing team, Designed complete Pricing Solution for North American Region, Germany Equipment Product lines
- Bridge the functional gap between Customer and Developer Define Requirements, brainstorm and mentor team on Solution approach
- Train new resource on CPQ concepts, Modeling and Pricing strategies

### R&D QA Engineer Dassault Systemes

09/2017 - 10/2018

*Achievements/Tasks*

- Understanding and Analyzing Test Requirements
- Deriving Test Scenarios, Documenting Test Cases and Collecting Test Data for Functional Testing.
- Creating Test Batches, Executing Test Cases and Reporting Defects.
- Tracking Defects, Selecting Test Cases for Re & Regression Testing.

### Configuration Modeler-Capgemini Product Configuration-GE Energy

06/2014 - 08/2017

*Achievements/Tasks*

- Developed ONE COST SHEET configuration model that can be integrated with any Stand alone GE Configuration model to calculate its detailed cost breakup. One cost sheet holds Costing logic of 120+ GE Energy products.
- Designed and Developed ADDITIONAL LINE ITEM which is used for Indicative bid of 120+ GE Energy products. ALI with OCS can calculate cost of any GE Energy products
- OCS and ALI enabled GE to start automating the quote within one year of Project kick-off helping to bid all 120+ Products. This reduced Quote turn around time from 200 Hrs to 15 minutes
- Developed Stand alone Configuration Model for Rotating machines, Industrial motor and Power Electronics products using Tacton Studio

## ORGANIZATIONS

Capgemini (10/2018 - Present)

Dassault systemes (09/2017 - 10/2018)

Capgemini (06/2014 - 09/2017)

## CERTIFICATES

- Tacton Modelling Certification by Tacton Systems AB

## EDUCATION

### Computer Science & Engineering Mangalore Institute of Technology and Engineering

08/2009 - 07/2013