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RohitRanjan

**PROFESSIONAL EXPERIENCE**

I am presently employed as a **Consultant** at **Deloitte USI, Mumbai.** I have 3.6 years of experience in Oracle CPQ Cloud.I have completed **Oracle CPQ Cloud Service 2016, 2017 and 2019 Certified Implementation Specialist**. Looking forward to grow my career in CRM field by grabing the opportunities in IT world.

**PROJECT 1:**

|  |  |
| --- | --- |
| Project  | Broadcom CRM CPQ Implimentation |
| Technical Environment | Oracle CPQ Cloud |
| Description | This Project aims at complete implementation of end to end CRM functionality using Oracle CPQ Cloud, Oracle Engagment Cloud, Oracle EBS, SOA with every tool having its won functionality to achieve. |
| Client  | Broadcom **March 2019 - Present** |
| **Role and Responsibility** | **Key Functionalities:*** 1. Import Export of line items using Excel
* 2. Merging of multiple quotes using Config API
* 3. Fetching customer detail from OEC using SOAP and REST web Services
* 4. Custom Renewal functionality
* 5. CPQ-OEC, CPQ-CLM, CPQ-SOA integrations
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**PROJECT DETAILS:**

Working as a consultant to provide solution and design in different modules of CPQ. Project is mainly focused on end to end flow of CRM ie. lead to cash functionality. So CPQ is being integrated with OEC to fetch customer details in CPQ then user creates a quote that navigates through different approval mechanism including header and line level approval. Once quote geta approved, it is being sent to EBS for order submission using SOA interface. At last document gets generated and sent to CLM for digital signatures.

**PROJECT 2:**

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| --- | --- |
| Project  | Oracle CPQ Implementation |
| Technical Environment | Oracle CPQ Cloud |
| Description | This Project aims at complete implementation of Config and commerce CPQ Cloud for Quoting process for telecom client who needs to supply cable connections to different countries of South Africa. |
| Client  | Multichoice **March 2018- Jan 2018** |
| **Role and Responsibility** | * Product Configuration
* Commerce
* Approvals
* Pricing and discounting
* Document Designer
* Integration with OSC
* BOM Implementation
* ABO Implementation
* Multi Language Document
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**PROJECT DETAILS:**

This product is used by “Multichoice Client” who wants to distribute their packages and connections to their Business as well as residential customers. So, this product is integrated with OSC to have customer related information. CPQ is also integrated with OMS to convert their producs into Assets and have implemented ABO. Now for billing the customer we have integrated this product with BILlingsytem also. SAP is also integrate with CPQ. Configured one model with different tabs to implement residential and commercial scenario. Document and pricing have been implemented in multiple language and currencies.

**PROJECT 3:**

|  |  |
| --- | --- |
| Project  | Oracle CPQ Implementation |
| Technical Environment | Oracle CPQ Cloud |
| Description | This Project aims at complete implementation of Config and commerce CPQ Cloud for Quoting process for several financing plans and services.  |
| Client  | Vanguard **March - Feb (2017-2018)** |
| **Role and Responsibility** | * Product Configuration
* Commerce
* Approvals
* Pricing and discounting
* Document Designer
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**PROJECT DETAILS:**

Working on CPQ application which is used to generate quotation with all information of selected products. This application is integrated with Siebel CRM on cloud environment. This is finance and fund based application used to provide flexibility to generate pricing quotes to business user of their client. This Project has 3 models named plan, services and billing summary. This project was implemented on “Agile Process” which helps in continuous development of the product by iterating the process.

**PROJECT 4:**

|  |  |
| --- | --- |
| Project  | Oracle CPQ Implementation |
| Technical Environment | Oracle CPQ Cloud |
| Description | This Project aims at complete implementation of Config and commerce CPQ Cloud for Quoting process for multiple regions. |
| Client  | Glory Global Solutions **Nov – Feb (2016-2017)** |
| **Role and Responsibility** | * Product Configuration
* Commerce
* Approvals
* Pricing and discounting
* Document Designer
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**PROJECT DETAILS:**

Glory Global Solution uses CPQ to configuration of their basic products to genrate quotes for multiple region around the globe.Here, CPQ is integrated with oracle sales cloud. It is a complete implementation of CPQ by using several approval workflows, creating MSA documents, proposals,formulas,etc. It offers several discounting also on based on the configuration and pricing.

**TECHNICAL SKILLS**

**CRM Products** Oracle CPQ Cloud

**Database** Oracle 11g

**Database Utilities** SQL \* PLUS, PL SQL

**Platforms** MS XP, Windows 7, Windows 8

**Scripting Languages** BMQL

**Language Used**  Html, Css, Java Script

**TECHNICAL TRAININGS**

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| --- | --- | --- |
|  **Program/Course** | **Organized By** | **Duration** |
| Oracle BigmachinesCPQ Cloud | TCS |  14 Days |
| Oracle CPQ Cloud 2016 Certified Implementation Specialist Boot Camp | Oracle | 15 Days |
| Oracle Apps | TCS | 55 Days |

**ACADEMIC PROFILE**

|  |  |  |  |  |
| --- | --- | --- | --- | --- |
| **Qualification** | **College/ School** | **University/ Board** | **Year of Passing** | **Percentage** |
| B.TECH. (ECE) | KLS Gogte Institute of Technology, Belgaum,Karnataka | VTU | 2016 | 68.93 |
| 12th | St. Xavier jr/sr School, Muzaffarpur,Bihar | CBSE | 2012 | 69.80 |
| 10th | Pristine Children Public High School, Muzaffarpur,Bihar | CBSE | 2010 | 88.00% |

**ACADEMIC PROJECTS**

The Project was based on cloud for uploading and doloading of large files. We had a cloud in which we were storing large files by dividing them into chunks. This process helps in downloading the amount of file needed irrespective of downloading the whole file. We have implemented RSA algorithm for security when user log in to the cloud account. We used hash algorithm for generating OTP.

**Internship Details**

Bharat Sanchar Nigam Limited (BSNL)

Date: 02/01/2015

Place: Belgaum, Karnataka

The internship was of 4 session that overview the networking system of BSNL. It provides the learning of how the call transferred from one place to another with the data stored on different servers. It gives us opportunity to have a live experience of huge servers setup used in BSNL.

**HONOURS & AWARDS**

* Oracle CPQ Cloud Service 2016 Certified Implementation Specialist provided by ORACLE.
* Oracle CPQ Cloud Service 2017 Certified Implementation Specialist provided by ORACLE.
* Awarded the Best Team Award at TCS in the year 2017 for successful delivery of the project.
* Awarded the Best Team Award again at TCS in the late year of 2017 for successful delivery of the project..
* Awarded **GEMS** for having “On Spot Award” by providing the solution to the problem instantly and also helps in improving the requirement gathering.

**HOBBIES**

* Cricket
* Listening Music and Singing

**Personal details**

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| --- | --- |
| Date Of Birth | Aug 04th, 1995 |
| Designation | System Engineer |
| Nationality | Indian |
| Location | Mumbai |
| Date Of Joining | 01st Aug 2016 |