

Amol Sonawane

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Summary:

- **Total 6 years of experience and 4 years of experience in Oracle Sales Cloud**
- **Oracle Sales Cloud 2017 Certified Implementation Specialist**
- Good understanding of Oracle Sales Cloud – Partner Relationship Management, Incentive Compensation, Sales Force Automation, Sales Performance Management, Sales Cloud implementation, Groovy Scripting, Object Workflows, BPM Tasks, Custom Objects, Reporting and web service integration
- Experience in Siebel Configuration, Workflows, Scripting, Integration and Reporting

Projects:

Veritas Technologies LLC, Pune

- **Oracle Sales Cloud Development/Enhancement/Support** | (July 2019 – Current)
Project involves implementation of PRM modules, Sales Cloud enhancements and Support

Role & Contribution:

- Working on implementation of PRM functionalities, Territory management
- Working as Lead for support team
- Responsibilities involve reporting out support scorecards, managing stakeholders, code reviews, design reviews

Eaton Technologies Pvt. Ltd. Pune

- **OSC Support** | (October 2018 – July 2019)
Project involved support for Sales Cloud and Incentive Compensation modules

Role & Contribution:

- Worked on support tickets, enhancements raised in Remedy and HP ALM
- Co-ordination with Oracle and onsite team on different issues, patch updates
- Worked on improving application and report performance
- Worked on Production to Development copy of environment- identified tasks involved such process rescheduling, groovy script changes, report changes

- **Deployment for EDAP Phase- II (OSC)** | (November 2017 – October 18)
Project involved creation of new incentive compensation plan, enhancements in PRM, MDF modules, creation of reports based on new plan

Role & Contribution:

- Created design documents for requirements
- Worked on creation of UDAP incentive compensation plan
- Worked on creation of Custom Objects, Workflows, Triggers, Validation Rules, Object Functions, groovy scripting and use of REST webservices
- Automated Partner/Partner Contact - Program Enrollment

- Created Infolets, OTBI and BI Publisher Reports. Reports involved union and join of multiple subject area's/tables. Worked on report scheduling using Agents.
 - Managed Sales Cloud Users and roles provisions
 - Territory Setup and update/import of Territories using File-Based Data Import
 - Created automated data load using SOAP and REST web services for different objects
 - Modified claim and payment approval groups and workflows
 - Worked with Oracle on different issues, bugs and limitations
- **Oracle Sales Cloud R13 Upgrade (OSC) |** (July 2018 – August 2018)
This project involved upgrade of Oracle Sales Cloud implemented for Eaton from R12 to R13.

Role & Contribution:

- Identified different tasks involved in upgrade, possible issues and risks
 - Detected issues and applied workarounds and fixes
 - Backed up Reports
 - Identified scheduled jobs and rescheduled after upgrade
- **Deployment for EDAP Phase- I (OSC) |** (January 2017 – October 2017)
Project involved implementation of Incentive Compensation module and new requirements on PRM and integration of IC and PRM

Role & Contribution:

- Worked on creation of Incentive Compensation plan EDAP– Compensation Plans, Performance Measures, Incentive Formula, Rate Tables and various IC processes
 - Worked on integration of PRM and IC to minimize participant creation process in IC once partner creation in PRM using web services
 - Worked on integration with SAP through SOA to pull daily order feeds
 - Created OTBI and BI reports to show different representation of Incentive Compensation data for Business Admin users, non-admins and Partner users
 - Worked on Email templates creation on different object status
- **Implementation of Channel Loyalty Program to replace CCI tool (OSC) |** (August 2016 – December 2016)
This project implemented Sales Cloud's PRM and MDF modules for Eaton's US and Canada business in place of legacy CCI tool.

Roles & Contribution:

- Worked on integration with Oracle Financials for claims payments
- Worked on MDF budgets, requests and claims customization for approvals and payments workflows and scripts
- Created custom reports, infolets and custom object for claim batch payment
- Worked Partner/Territory and custom object data load
- Customized existing objects to suit new requirements, created triggers and validations

- **PRM and Deal Registration Implementation for Eaton EMEA (OSC) |** (December 2015 – July 2016)
Eaton implemented Sales Cloud for its EMEA business for Accounts, Contacts, Opportunity, Deal Registration and MDF Funds.

Role & Contribution:

- Worked on setup of Calendar, Currency, Currency Rates, Business Unit, Product Catalog and Organization
- Customized page layouts, created custom fields, objects, triggers and validations using groovy script
- Customized Account, Contact, Opportunity objects to incorporate requirements
- Worked on different data loads during the project
- BI Report creation for Deals, Funds in analytics, created infolets
- Created Email templates to be triggered on different scenario's
- Worked on Approval group creation for Deal and MDF. Customized approval workflows

- **Case 2.2 and Case 2.3 |** (April 2013 – July 2014)
This project involved integration of Siebel Case management with VISTA ERP and SAP.

Role & Contribution:

- Worked on design documents, technical design documents for Service Requests, Accounts, Case management
- Worked on integration to include VISTA requirements
- Worked on different Open UI requirements, e-scripting and workflows

- **FE2 - ES Germany (not including PQ & LSD) |** July 2012 – March 2013
Implement Siebel Customer 360 Pipeline and Case management in ES Germany(brownfield)

Role & Contribution:

- Worked on Accounts, Contacts design documentations, configurations
- Worked on BI Publisher reports including parameterized reports

- **Academic Credentials**

10 th (2006)	Pankaj Vidyalaya, Chopda	91.20%
12 th (2008)	ASC College, Chopda	89.67%
B.Tech. (Electrical Engineering) (2012)	College of Engineering, Pune	CGPA 6.67

Declaration: I hereby declare that above information is correct to the best of my knowledge.

Amol Sonawane