VENKATA SAI KRISHNA POTTI

Lead Member Technical Staff at Salesforce.com
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Objective:

Thriving Constantly to upgrade my knowledge, skills, make up my own image in a competitive environment in whatever I do and make a difference in a systematic approach.

A technology enthusiast with 12+ years as Technology Evangelist, Developer, Lead and Mentor in various Technologies building performance oriented, scalable and secure mobile and desktop web applications at Enterprise Level.

Overview:

o Worked as Team Lead and Architect, Cutover Lead at Onsite (USA) and Offshore (India), handled more than 10+ High Complex project deliveries, handling teams of 40+ across Globe.

o Worked on Many Cross-Platform Integrations, Oracle Apps (EBS – Cloud ERP), Oracle CPQ (Big Machines), SFDC, many more.

o Core Product Developer: Designed and developed multiple product enhancement for Oracle Apps Financials (EBS, ERP Cloud).

  ● ERP Cloud (Fusion) – Revenue Management System.

  ● EBS AR – Cloud Integrations (EBS - Revenue Management Coexistence),

  ● Benchmarking in Auto Invoice, Lockbox, Transaction APIs.

  ● Designed and developed multiple enhancements from 12.1 – 12.2 and Endeca Integrations.

  ● Automated the Development/QA test scripts using OATS.

o Designed, Developed Mobile Applications for EBS on Inventory Management, Security Controls, Dashboards.

o Good in Performance Tuning. Delivered solutions to multiple Benchmarking Issues in Oracle Apps EBS 11i & R12.

o Good knowledge and hands-on experience in end to end development in multiple levels: Linux(OS) administration, DB Administration/Tuning, Kernel Programming, Web Application(UI/UX) Development, DB level Programming.

o 1000+ Volunteer Hours, 2+ yrs Part-time Teaching Contribution as part of CSR and Contribution to NGOs and working as Regional Volunteer Lead.

Awards, Achievements

● Received **1x- Yoda Award , 2x - Spot Awards in Salesforce.com.**

● Received **2x -Outstanding Award, 4x -Applause awards in Deloitte Consulting.**

● Selected for Presentation at **OAUG – 2017 on "Oracle CPQ Cloud – Expectation Vs Reality".**

● Selected for **Cloud Solution Print at Oracle OpenWorld – 2015, 2016, 2017.** Showcasing the Integrations with Oracle Cloud, ERP, Blockchain, Salesforce.com.

Certifications:

- Salesforce Platform Developer 1
- Oracle Cloud Receivables Implementation Specialist (1Z0-1056)
- MuleSoft Certified Developer - Level 1 (Mule 4)
- Oracle CPQ Cloud Implementation Specialist 1Z0-436.
- Big Machines – Blue Belt Certified, first in APAC Region.
- Oracle Database SQL Expert 1Z0-047.
- Salesforce Administration 1

Analytical Skills:

- Expertise in Project Design methodologies, Planning, Scheduling Methods, and Tools.
- Strong documentation and reporting skills.
- Excellent interpersonal, collaboration, and problem-solving skills.
- Strong understanding and Work experience in Agile software development, SDLC, and Business Analysis practices.

Work Experience:

Role	Period	Institution
Lead Member Technical Staff	Sep 2018 - Till Date	Salesforce.com India Pvt Ltd.
Sr. Technical Consultant	May-2014 – Aug 2018	Deloitte Consulting LLP.
Product Developer	Mar 2012 – Apr-2014	Oracle India Pvt. Ltd.
Sr. Development Engineer	Feb 2011 – Mar 2012	Pramati Technologies.
Systems Engineer	JUL 2008 – Oct 2010	Infosys Technologies Ltd

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Professional Experience:

Salesforce.com India Pvt Ltd:

Industry: High Tech **Service Area:** Technology

Role: Lead Member Technical Staff

Salesforce.com is the leading Industry Cloud application provided across the Globe. Part of BizTech Finance, responsible for managing IT Applications and Systems that Cater P2P, R2R, Q2C functions in Global Business operations in Salesforce.com.

Responsibilities:

- Work on Strategic, operational and tactical projects and continually strive to enhance finance applications to meet business growth.
- Design, Deliver the new enhancements, strategic projects to meet the demands.
- Integrate, Maintain with 40+ applications in P2P, R2R, Q2C domain areas.

- Providing Tech Analysis, Suggestions, Improvements across the platform for a high scaling business.
- Leading, Supporting the teams with Design and Deliveries.
- Working, maintaining for 150+ Integrations across the Business portfolio and scaling them regularly based on regular evaluations.

Technical Environment:
Oracle EBS 12.2.x, Mulesoft, Salesforce.com, Concur, Hyperion, etc (40+ applications)

Deloitte Consulting LLP:

Industry: TMT , Service Area: Technology

Role: Senior Consultant – Technical Lead (Onsite)

Client Description.

Motorola Solutions Inc, Leading telecommunications equipment provider in the US. It provides communication devices for public safety and government agencies.

Goal of the project:
Upgrading the ERP applications and integrations with Cloud CPQ to automate the process of Products and Services Management by providing a simpler, easier and guided selling flow for configuring and selling services.

Project Description
Implementation/Customization of EBS R12 (12.2.x), Cloud CPQ R18 to provide the End to End integration between CPQ and EBS for Service contracts management. Provide a flexible and intuitive UI based framework for creating/modifying service contracts in CPQ and interface to Backoffice EBS application for billing and revenue.

Key Responsibilities:
- Re-Design and enhance existing systems, Develop, Test & Review Technical Code for Oracle CPQ
- Development of Model Configuration pages in Oracle-CPQ and providing the easy user interface for services customization.
- Development of Commerce Transaction Workflow for Service Contract Approval Process in Oracle CPQ
- Development of CPQ Reports and proposal documents as per the client branding and service contract requirements.
- Integrations with Oracle EBS (IB) for providing easy interfaces to querying over millions of IB records and creating quotes in CPQ.
- Integrations with Oracle EBS (Service Contract) for Quote to Service Flow automation.
- Development of EBS RICE objects on JSP Pages, PLSQL.

Technical Environment: Oracle Apps EBS R12, Mule Soft, Oracle CPQ.

Industry: C&IP Service Area: Technology

Role: Senior Consultant – Technical Lead (Onsite)

Client Description.

Republic National Distribution Company. Leading Liquor Distributor in the USA.

Goal of the project:

Upgrading the client IT Infrastructure and upgrading their ERP from Legacy applications and automating the Supply Chain Management by Oracle E-Business Suite R12 applications for Order to Cash Implementation with integrating around 15 boundary systems.

Project Description

Implementation/Customization of EBS R12 (12.2.x), one of the Unique Implementation which compromises complex integrations with Manhattan, Mars, Roadnet, Vistaar etc. (15 boundary systems) as a whole solution. Providing seamless end-end data points with these applications.

Implementation is to provide a robust solution for automating the Order, Shipment and Dynamic pricing process in distribution with complex Government rules and regulations in Alcohol industry.

Role: Senior Consultant – Technical Lead (Landed Resource)

Key Responsibilities:

- Design, Develop, Test & Review Technical Code for Oracle EBS R12 using OAF, Apex, PLSQL, BI Reports, SOA.
- Day-Day communications with Client and coordination with offshore in development.
- Helping clients for data cleansing and performing 21 different data conversions from legacy application to EBS R12 as part of OTC Implementation.
- Coordinating and helping in successful GO-LIVE, one of the complex solutions implemented.

Technical Environment: Oracle Apps EBS R12, SOA.

Industry: C&IP Service Area: Technology

Role: Senior Consultant – Technical Lead

Client Description.

 Cambria USA, Leading Custom Slabs, Fabricates provider in the USA.

Goal of the project:

Deloitte Consulting is implementing Oracle E-Business Suite R12 applications OTC, PTM, PTP, DTR, ATC, PTQ for clients who are one of the Leading suppliers of Slabs, Fabricates, Tiles and multiple accessories, offering a full range of proprietary and custom fabricated products.

Project Description

Implementation/Customization of EBS R12 (12.2.x), one of the Unique Implementation on Oracle CPQ (Big machines), ONE Source, Sales Force, Magento and Breton

Role: Senior Consultant - Technical

Responsibilities:

- Designing and Creating Interfaces between Oracle-CPQ with Oracle-EBS, ONE Source, Salesforce and Client Custom E-commerce Platform.
- Development of Model Configuration pages for Oracle-CPQ and providing the easy user interface for product customization.
- Development of Commerce Transaction Workflow for order processing and Approval Process in Oracle CPQ
- Development of CPQ Reports and proposal documents as per the client branding and order requirements.
- Integrations with Melissa data for address validations and WorldPay for credit card authentication.
- Development of Reports for Quality, Order Management and WIP Modules.
- Customization of MSCA pages.
- Development of EBS RICE objects on OAF, MSCA, PlSQL, BI Reports

Key Responsibilities:

- Design, Develop, Test & Review Technical Code for Oracle EBS and CPQ.
- Java, MSCA, XML, XSLT, BML, BMQL, Jquery, HTML, Javascript, PLSQL, SQL.

Technical Environment: Oracle Apps EBS, Oracle CPQ.

Industry: Oil and Gas Service Area: Technology

Role: Consultant

Client Description.

 NOV (National Oil well Varco) Grand Prideco, Leading oil and gas partner in the USA.

Goal of the project:

Deloitte Consulting is implementing Oracle E-Business Suite R12 applications OTC, PTM, PTP, DTR, ATC, PTQ for client who is one of the world's largest supplier of drill pipe and drill stem accessories, offering a full range of proprietary and API drill pipe, drill collars, heavy weight drill pipe, and drill stem components.

Project Description

Implementation/Customization of EBS R12 (12.1.3), its First Implementation on Complete Oracle Cloud Stack with Oracle Sales Cloud, Oracle-CPQ (Big Machines).

Responsibilities:

- Creating Data-Warehouse Interfaces.

- Development of Reports for Quality, Order Management and WIP Modules.
- Customization of MSCA pages.
- Customization of standard OAF pages and new custom OAF pages in extensions.
- Development of new custom extensions for Quality modules, purchasing modules.
- Handled Many Complex objects including Quality Modules, OM Reports, DW Interfaces and Integrations between Big machines-EBS.
- Customization of ASCP-EBS Integration wrappers.

Key Responsibilities:
- Design, Develop, Test & Review Technical Code for Technical Designs.
- OAF, PLSQL, Shell Scripts, MWA Pages, XML reports.

Technical Environment: Oracle Apps, Toad, Sql Loader, Oracle Developer Suite.

Oracle India Pvt. Ltd.

Industry: Financial Services **Service Area:** Technology

Service Line: Oracle Package Technologies

Role: Application Development Engineer

Worked as Oracle Apps EBS - Account Receivables Core Product Developer. Team is responsible for maintaining the Product Code lines under different releases. Implementing the new Enhancements in product and maintenance of the product quality.

Designed, developed the new Enhancements/Projects being part of Receivables core development team and troubleshooting the existing modules.

Responsibilities:
- Development of Batch Modules/Programs for **Fusion – VSOE (Oracle Cloud – Revenue Management).**
  - Consists, **features to handle the Revenue Compliance, MEA's and Carve-out handling.**
  - Provides the update application API via Web Services to the Public.

- **Enhancing the EBS – Receivables**, as a **pure Billing Document Creation** Program. **(EBS AR – Fusion VRM Coexistence Project)**
  - With the Latest Enhancement for Coexistence with Fusion, EBS-Receivables can also be used as a Pure Billing Document Application. With the coexistence with Fusion, Fusion VRM will be used for Revenue Management System.
  - **Document Integration, Cloud Uptake in EBS, Fusion Services Uptake in Fusion, Automatic File Movements between EBS and Fusion, Fusion ESS Job Controls** in EBS are the few enhancements development in EBS – Receivables.

- **Development of Data Diagnostics Tool,**

o   Automatic Data Fix Identification Tool Developed in EBS – Receivables, for Auto mapping of the Data Issue to known scenarios.
o   **This Tool helps to turn around the Customer reported bugs much faster.**
o   **Identify the Regression Cases in the product.**
o   **Streamline the Root Cause Fixes, as the Data Patterns are being gathered at the minute level,** Strengthen the Product Base.

- **Automation of Testing Modules, Test Cases in EBS, Fusion:**
    - o   **Development of OATS scripts for EBS and Fusion VRM. Used to Perform the Regression Test Cases for Enhancements and Bug Fixes**.
    - o   Development of J-Unit/ESS Harness Test Cases for Fusion – VRM Batch Programs. Used to Perform the Regression Test Cases for Batch Programs.

Technical Environment:
Oracle Apps 11i & R12, Oracle Database 9i&10g, SQL, PLSQL, OATS.

Pramati Technologies Pvt. Ltd.

Platform: CRM **Service Area:** Technology
Role: Senior Software Developer
Client: Big Machines.

Big Machines, is the global leader in Configuration, Pricing and Quoting (CPQ) solution. Provides solutions for complex selling processes and provides ideal solutions for growing, mid-sized companies to scale the sales operations.

Role: Worked as Offshore Implementation Engineer, Leading a Team of 4people.
Implementation of the Big Machines Application as per the Customer Business Requirements and customization at various levels.
- Implemented Solutions to multiple clients, GE - Energy, Tata Communications, HID.
- Implemented solutions in all the respective modules
    - o   Configuration, Commerce , Workflow, Document Engine

Responsibilities:
- Analysis of the Customer Requirement and understanding its design approach in the system and designing feasible solutions for customization and delivering the solution.
- Customization, Implementation of the Business need with Legacy BML Scripting, and custom JQuery, JavaScript.
- Integration with the external tools (CRM's – SFDC, Oracle on Demand), Web Methods, external 3rd party applications based on the need.
- Developed Client specific Dynamic Printer Friendly Documents.
- Regular discussions and sync up with the customer and understanding his business for providing a better solution.

Infosys Technologies.

Industry: Other Industry **Service Area:** Technology

Role: Systems Engineer

As a Technical Evangelist under the Education and Research Department and Internal Tool Development Team, we deliver the Industry required POC's on various technology stacks and development of various Internal Tools required for quality in process.

Role: Technical Evangelist, Development of Internal Tools.

- o Development of internal tools for assisting in smooth flow of process.
    - Secure Document Tracker: Application Developed for the secured document storage and access coordinator in the project teams.
    - Plagiarism Checker: Application developed to identify the plagiarized content between multiple documents, helps for the audit purpose and quality check in the process.
- o Development of Reusable components and submitting it for "Encore – repository".
- o Mentoring the Interns on the successful project completion.
- o Maintenance of the 3 Oracle Training Servers as an Oracle DBA (18,000 User Load per Day).
- o Regular Activities Included: User, Space, User-Access, Load Balancing, User Tracking and Assist the IT Teams for Cluster Management and respective R&D work.

Personal Details:

D.O.B : 15th SEP 1986.
Nationality : Indian
Visa : B1 (Valid till 2021) , L1-B (2016-2021)

Educational Qualifications:

Program of Study	University/Board	Institution	Percentage
B.E (ECE)	Osmania University	Vasavi college of Engineering	77%
Intermediate	BIE	Narayana junior college	88.3%
High school	SSC	Frobels garden high school	86.2%

Declaration:

I hereby declare that information and facts stated herein above are true, correct and Complete to the best of my knowledge.

- **Venkata Sai Krishna Potti**