# Karthik Rayani

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# Email ID: karthik.rayani@gmail.com

# Mobile : +91-7306497472

## Experience Summary



* Having 5 Years of experience in Oracle CPQ, Oracle sales cloud, Webmethods and Java.
* Successful completion of “Oracle CPQ Cloud Service 2016 Certified Implementation Specialist" certification.
* In-depth understanding of CRM business processes that include Lead Management, Order Management, Account Management.
* Experience in BMI Configuration, Commerce Document Engine and BigMachines Language (BML).
* BigMachines design experience & understanding of the core CPQ architecture
* Designs, configures, and develops custom code/objects using the Big Machine developer toolkit.
* Develops customization related to CPQ (Big Machine) ecosystem.
* Develops web services API integrations with other systems including CRM systems
* Manage product proprietary and confidential product pricing and configuration information.
* Experience in HTML/XHTML, XML, Java, Javascript, AJAX, SOAP-based web services.
* Successfully Developed and consumed SOAP Web services.
* Knowledge in Oracle Integration Cloud Services.
* Assist in the architecture and development of future state plans regarding the Oracle CPQ and Oracle Sales Cloud

## Professional Experience



Currently working in Deloitte Consulting LLC as a Consultant.

**Project Walkthrough:**

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| **Client** | **Derse** |
| **Organization(Payroll)** | **Deloitte** |
| **Duration** | April 2019 |
| **Designation** | Consultant |
| **Team Size**  | 5 |
| **Description** | Derse is the leading Event organization company based out of the USA.  |
| **Responsibilities** | * Working on various development activities in different areas of CPQ like Config, Commerce, Document designer and Integration with Sales cloud.
* Writing BML code to satisfy various business requirements like data processing, Complex formulas for pricing and to show some quote level reports by using BML and Html.
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**Project 2**

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| **Client** | **Vodafone** |
| **Organization(Payroll)** | **Tech Mahindra on payroll of OJAS** |
| **Duration** | Nov 2018 to Mar 2019 |
| **Designation** | Sr Software Engineer |
| **Team Size**  | 30 |
| **Description** | Vodafone Global Enterprise Limited is a multinational company which provides telecommunications and information technology services to large corporations, and a wholly owned subsidiary of Vodafone Group Plc. It is headquartered in London.They adopted CPQ to create quotes fast and effectively selling their products and services ,and to integrate data with SFDC.Currently Cpq was implemented for 5 markets(countries) as an ongoing process. We are extending that to remaining markets. |
| **Responsibilities** | Implement change requests as per the business requirement.As part of production support we will do Bug fixes.Creating a new configuration model as part of extending the project to new markets.building the XSL files for excel download in commerce and in document designer. |

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**Project 3**

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| **Client** | **Genpact** |
| **Organization(Payroll)** | **Innovacx** |
| **Duration** | April 2017 to Nov 2018. |
| **Designation** | CX Specialist |
| **Team Size**  | 4 |
| **Description** | Genpact is a global business process management and services and IT corporation. They adopted CPQ to Create Quote based on resource allocation ,delivery location and resource allotted to data and voice and integrate the data with CRM and Order management system |
| **Responsibilities** | * Creating the configuration model
* writing Recommendation, constraint and hiding rules based on business requirement.
* Build Country Rate Cards by using Html, javascript, CSS and BML.
* Provided post go-live application support.
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**Project-4**

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| **Client** | **Interjet Carga** |
| **Organization(Payroll)** | **Innovacx** |
| **Duration** | Feb 2017 – April 2017 |
| **Designation** | CX Specialist |
| **Team Size**  | 5 |
| **Description** | Interjet Carga is a mexico based Cargo airline company .they adopt oracle sales cloud and cpq to automate CRM life cycle .they are using cpq to create quote and send to customer which has customer desired routes and products and tariff and discounts |
| **Responsibilities** | * Creating the configuration model
* writing Recommendation, constraint and hiding rules based on business requirement.
* Creating the document templates for proposal document using document engine
* creating email templates for email notifications
* integrate with oracle sales cloud by using out of box integrations
* update stylesheet to improve look and feel of ui by using css.
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**Education**

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| **Qualification** | **B.tech** |
| **Specialization** | **EEE** |
| **Duration** | 2009 - 2013 |