**PROFESSIONAL SUMMARY**

* 9.8 years of IT Experience worked on all phases on software development life cycle.
* 8+ years of Oracle CPQ Techno-Functional Experience.
* Hands on expertise in handling project in **Agile** and **waterfall** Methodologies
* Expertise in writing **BML** and **BMQL** scripts.
* Experience in writing **pricing rules.**
* Exceptional experience in setting up **integrations with CRM and ERP applications**
* Expertise in creating **Document Designer templates** from scratch.
* Extensive experience in Oracle CPQ Cloud – Models, writing rules (All type of rules including commerce rules), Configuration Flows, BML utility functions, Commerce processes, Commerce library functions, Workflows, Admin, JS.
* Interacted with functional owners on day to day basis to create design documents and functional specifications.
* Conducted daily meeting with development team to discuss requirements and create/update technical design documents.
* Interacted with cross-functional teams that address strategic business issues involving CRM and sales operations.
* Created and implemented **Code Migration plan** from DEV till PROD.
* Created flow diagrams using **Microsoft VISIO**.
* Created and implemented Oracle CPQ environment upgrade plan to utilize the latest features
* Conducted training sessions to explain new features/functionalities or POCs.
* Implemented Integration between **Oracle CPQ** and **Salesforce CRM** using Salesforce Integration Guide v7.0 provided by Oracle.
* Implemented Integration between Oracle CPQ and Oracle Integration Cloud using the documentation provided by Oracle.
* Worked with support team to resolve production support tickets as per SLAs.
* Expertise in all modules of **Oracle CPQ** (Formerly **BigMachines)** Platform like Configuration, commerce, Document Engine and Document Designer**.**
* Proficiency in native Oracle CPQ (Formerly BigMachines) programming languages - **BML and BMQL**.
* Expertise in creating managed packages in **MIGRATION UTILITY** in Oracle CPQ application.
* Functional knowledge in Inventory, Bill of Materials, Order Management, Quoting.
* Good knowledge and experience in **Salesforce**, Integration of Salesforce and CPQ.
* Knowledge on writing Apex classes.

**EDUCATIONAL QUALIFICATION**

* Master of Computer Applications (MCA) from JNTU (Hyderabad, INDIA) in 2011.

**CERTIFICATIONS**

# Certified Oracle CPQ Cloud Service Implementation Specialist

* Salesforce Certified Platform Developer I.
* Quote to Cash Certified by APTTUS.

**PROJECTS**

# Employer: Application Software Technology LLC, Houston, TX Mar 2020 to Till Date

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| --- | --- |
| **Role** | Solution Architect |
| **Environment:** | Oracle CPQ, Oracle CRM |
| **Client** | Helmerich and Payne INC |

**Description:**

Helmerich and Payne INC implemented Oracle CPQ mainly focuses on driving CPQ platform implementations for the business with diverse and demanding needs to cover Content, Configurator, Pricing, Proposal and Integrations. It is used for configuration of RIGs, FLEXApps pricing of the products, generation of the quote, discounting, workflow approvals, and generate reports out of the product configuration. Apart from Oracle CRM and Oracle CRM specific coding language, other languages like JavaScript, JQuery, HTML, XML, XSL, XSL-FO, CSS are used for customization of the application, in order to increase the look and feel and user experience of the application.

# Roles and Responsibilities:

* + Involved in finalizing the requirement and development covering configuration, commerce and integration for multiple Product Lines.
	+ Gathering the requirements, logging them into Requirements and Story Points for each requirement.
	+ Implemented all Configuration rules.
	+ Implemented Integration XSLs for Oracle CRM integration.
	+ Implemented REST API and SOAP API calls to sends email alerts, update sub line items from Oracle CRM, Copy quote and so on.
	+ Worked on Document designer with custom XSLs for Proposal outputs.
	+ Involved in Migration from dev to test and production environments.

# Employer: Trimark USA LLC, Mansfield, MA Dec 2018 to Feb 2020

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| **Role** | Sr Applications Developer |
| **Environment:** | Oracle CPQ, Oracle CRM, Oracle JD Edwards, Jira application |

**Description:**

Trimark USA has implemented Oracle CPQ along with Oracle CRM, Oracle JD Edwards and on-demand software solution for Product Configuration, Pricing, and Quotation (CPQ), for cloud applications that aids their sales process and provides user the ability to generate configured proposals and reports. This Project is to implement E-Commerce Framework which is user friendly and one which ensures quicker turnaround for the sales process life cycle.

Oracle CPQ mainly focuses on driving CPQ platform implementations for the business with diverse and demanding needs to cover Content, Configurator, Pricing, Proposal and Integrations. It is used for product configuration, pricing of the products, generation of the quote, discounting, workflow approvals, and generate reports out of the product configuration. Apart from Oracle CRM and Oracle CRM specific coding language, other languages like JavaScript, JQuery, HTML, XML, XSL, XSL-FO, CSS are used for customization of the application, in order to increase the look and feel and user experience of the application.

# Roles and Responsibilities:

* + Involved in Solution Design and development covering configuration, commerce and integration for multiple Product Lines.
	+ Gathering the requirements, logging them into Requirements and Story Points for each requirement.
	+ Implemented all Configuration rules.
	+ Complete commerce implementation including complex Pricing Logic.
	+ Implemented Integration XSLs for sales force integration.
	+ Worked on Document designer with custom XSLs for Proposal outputs.
	+ Involved in Migration from dev to test and production environments.
	+ Involved in Bug root cause analysis and Bug Fixing.
	+ Proven ability to independently perform development, testing, implementation, documentation and updating as it relates to the SalesForce.com software and system administration
	+ Maintained multiple user roles, security, profiles, workflow rules, etc. Support train new end users on the salesforce.com application
	+ Participated in cross-functional teams that address strategic business issues involving CRM and sales operations
	+ Demonstrated ability to effectively communicate technical issues and resolve problems at all levels of the organization both internally and externally
	+ Comfortable in rapidly changing and sometimes ambiguous work situations. Keen attention to detail and complex problem-solving abilities from operational and technical perspective. Ability to work independently and engage supervisor as needed
* Experience documenting and analyzing processes, procedures, and/or policies. Ability to handle full workload and meet proposed deadlines.

# GE OIL & GAS June 2017 to Dec 2018

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| --- | --- |
| **Role** | Solutions Architect |
| **Environment** | BML, BMQL, XML, XSL, HTML, CSS, JAVASCRIPT |

**Description:**

GE Oil & Gas has implemented BigMachines along with SalesForce, an on-demand software solution for Product Configuration, Pricing, and Quotation (CPQ), for cloud applications that aids their sales process and also provides user the ability to generate configured proposals and reports. This Project is to implement E-Commerce Framework which is user friendly and one which ensures quicker turnaround for the sales process life cycle.

BigMachines mainly focuses on driving CPQ platform implementations for the business with diverse and demanding needs to cover Content, Configurator, Pricing, Proposal and Integrations. It is used for product configuration, pricing of the products, generation of the quote, discounting, workflow approvals, and generate reports out of the product configuration. Apart from SalesForce and BigMachines specific coding language, other languages like JavaScript, JQuery, HTML, XML, XSL, CSS are used for customization of the application, in order to increase the look and feel and user experience of the application.

# Roles and Responsibilities:

* + Involved in Solution Design and development covering configuration, commerce and integration for multiple Product Lines.
	+ Gathering the requirements, logging them into Requirements and Story Points for each requirement.
	+ Implemented all Configuration rules.
	+ Complete commerce implementation including complex Pricing Logic.
	+ Implemented Integration XSLs for sales force integration.
	+ Worked on Document Engine with custom XSLs for Proposal outputs.
	+ Involved in Migration from dev to test and production environments.
	+ Involved in Bug root cause analysis and Bug Fixing.
	+ Proven ability to independently perform development, testing, implementation, documentation and updating as it relates to the SalesForce.com software and system administration
	+ Maintained multiple user roles, security, profiles, workflow rules, etc. Support train new end users on the salesforce.com application
	+ Participated in cross-functional teams that address strategic business issues involving CRM and sales operations
	+ Demonstrated ability to effectively communicate technical issues and resolve problems at all levels of the organization both internally and externally
	+ Identifying SFDC and BigMachines usage problems and craft technical / communication plans to IT/business teams
	+ Solid business analysis skill. Must have good inter-personal skills and be able to mentor & motivate team members
	+ Comfortable in rapidly changing and sometimes ambiguous work situations. Keen attention to detail and complex problem solving abilities from operational and technical perspective. Ability to work independently and engage supervisor as needed
	+ Experience documenting and analyzing processes, procedures, and/or policies. Ability to handle full workload and meet proposed deadlines

# GE OIL & GAS November 2013 to May 2017

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| **Role** | Offshore Lead/ Sr. Software Developer |
| **Environment** | BML, BMQL, XML, XSL, HTML, CSS |

**Description:**

GE Oil & Gas has implemented BigMachines along with SalesForce, an on-demand software solution for Product Configuration, Pricing, and Quotation (CPQ), for cloud applications that aids their sales process and also provides user the ability to generate configured proposals and reports. This Project is to implement E-Commerce Framework which is user friendly and one which ensures quicker turnaround for the sales process life cycle.

BigMachines mainly focuses on driving CPQ platform implementations for the business with diverse and demanding needs to cover Content, Configurator, Pricing, Proposal and Integrations. It is used for product configuration, pricing of the products, generation of the quote, discounting, workflow approvals, and generate reports out of the product configuration. Apart from SalesForce and BigMachines specific coding language, other languages like JavaScript, JQuery, HTML, XML, XSL, CSS are used for customization of the application, in order to increase the look and feel and user experience of the application.

# Roles and Responsibilities:

* + Involved in Technical discussions with the Functional owners and onsite managers of GE to understand the Scope and Design.
	+ Discussed business solutions with GE Business Analysts, resolved existing problems and improved the application stability and Performance.
	+ Analyzed the requirements/stories, design documentation, effort estimation; provided technical approach to the developers.
	+ Provided production support – Support activities like report creation that assist in business decision, monitoring day-to-day processes, timely fix of the production problems encountered, data fixes, execution of the Month/Quarter/Year End batch processes & troubleshoot the issues for the business users and business analyst.
	+ Helped team in Implementation of complex requirements which involves coding, unit testing, deployment and migration to higher environments by following coding standards.
	+ Document the complex and customized functionalities implemented for future reference.
	+ Lead Migration activity for Measurements and Controls Product Family to production instance.
	+ As an Offshore Tech Lead, handled a team of 10 members.
	+ Handled the complex project by following Agile methodology and Scrum Practices

# GE Power & Water March 2012 to November 2013

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| --- | --- |
| **Role** | Software Developer |
| **Environment** | BML, BMQL, XML, XSL, HTML, CSS |

**Description:**

GE Power & Water has initiated re-platform for configuration and proposal generation using Big Machines. Big Machines would be used for its product configuration, pricing and quoting their products and generation of the proposals. This will allow for better reporting and tracking of opportunities in various stages in the sales process. The implementation also includes the application integration with other ERP and CRM Applications.

# Roles and Responsibilities:

* + To develop solutions and design for the implementation of the platform based on the client's Product Lines, Commerce Workflow and Proposals.
	+ Prepare detailed functional and technical design.
	+ Prepare and execute system test cases.
	+ Developed all Aspects of Document Engine.
	+ Involved in design and development of Proposal Generation (PFF) in different formats such as Word, Pdf and Excel.
	+ Implemented configuration of BigMachine’s Quoting & proposal application.
	+ Integrated with Salesforce.com CRM with emphasis in Opportunity Management, and Quotation Management.
	+ Providing IT support to the BigMachines implementation, customization and support for resolving various integration issues.
	+ Involved in development covering configuration (Constraints, Recommendations, Hiding and recommended items), and commerce.

# Chevron February 2012 to October 2012

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| --- | --- |
| **Role** | Software Developer |
| **Environment** | JavaScript, XML, XSL, HTML, CSS. |

**Description:**

This project is to create a service center in SalesForce and to replace their old legacy system resulting in reducing caller waiting time, improving call response times. This project involved integration of SAP master data with SalesForce via CBP interface.

# Roles and Responsibilities:

* + Interacted with various business team members to gather the requirements and documented the requirements.
	+ Used Sales Force Automation (SFA) for Sales Lead Management, Opportunity Management, Account and Contact Management, Data Quality Management, and Approvals and Workflow. Participate in requirement analysis and design.
	+ Was involved in Development, Coding, Unit Testing and deployment activities.
	+ Created test scenarios on Sandbox environment, and used Force.com Component Deployment Wizard for migrating data between Force.com IDE and Sandbox environment.
	+ Provided post-implementation support to assist end users in creating reports, dashboards and certain Administration tasks including creating and maintaining user profiles and privileges