Roopa

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Oracle CPQ Consultant

SUMMARY:

- Over 8 years of hands-on experience as an Oracle Developer, specializing in Oracle CPQ (Configure, Price, and Quote) application development and customization.
- Extensive expertise in gathering business requirements, designing, and implementing end-to-end Oracle CPQ solutions for diverse clients in various industries.
- Proficient in configuring complex product rules, pricing models, and constraints within Oracle CPQ to streamline sales quoting and ordering processes.
- Solid understanding of Oracle CPQ data model and integration with CRM and ERP systems, ensuring seamless data flow and maintaining data integrity.
- Highly skilled in Oracle CPQ customization using technologies like JavaScript, BML (BigMachines Language), and Oracle BML Toolkit to address unique business needs.
- Prepared Training manuals for the users based on different businesses.
- Identify and reconcile errors in client data to ensure accurate business requirements.
- Draft and maintain business requirements and align them with functional and technical requirements.
- Support functional team in resolving issues once after functional validation for each release.
- Ability to manage team/teams for the successful execution of project releases.
- Well versed in creating user acceptance test [UAT] for the application.
- Successful track record in leading full-cycle Oracle CPQ implementation projects, from initial scoping to post-implementation support and enhancements.
- Designed and mapped CPQ objects to salesforce custom objects and involved in advance workflow approvals.
- Worked on CPQ pricing using list, markup, percent total, price rules and system discounts.
- Implemented discount on Quote line items based on different customer account.
- Designed and developed Quote templates and template content based on business requirements.
- Implemented optional constraint rules to include and exclusion of production options in a bundle.
- Test Plan, Test Case creation and Coordinating UAT
- **Strong skills including CSS, HTML, XML, AJAX and web services.**
- **Experienced in working in cross-functional teams, identifying business requirements and supporting sales / marketing efforts.**
- **Highly motivated self-starter with Excellent Communication, Presentation and Problem-Solving Skills and committed to learning new technologies.**
- **Worked with Business Stakeholders to gather requirement.**

Technical skills:

Technologies	Apex Triggers, Visual Force (Pages, Components & C Dashboards, Reports, Analytic Snapshots, Custom Objects, Force.c
Web Tools	HTML, CSS, JavaScript,XSL,AngularJS
Languages	BML, Apex
Databases	SQL Server, Oracle MySQL
Reporting Tools	Qlikview, SSRS, SSAS, **Version Control:** Git Hub, SVN
Testing Tools	QualityCenter,Rational Clear Quest, ALM
SDLC	Use cases and Use case diagrams,Class/ State diagrams, Entity Relationship Diagrams, Agile methodology *I* Scrum, Waterfall model, V model
Operating Systems	Windows 2000/XP/Vista/7/8, UNIX and LINUX

Work Experience:

Client: Cigna, USA.   **Aug 2019 – Present**
Role: Oracle CPQ Consultant

Responsibilities:

- Conduct regular system audits to identify opportunities for improvement and to ensure compliance with industry standards and best practices.
- Collaborate with business analysts to translate complex business requirements into technical specifications for Oracle CPQ configurations.
- Manage software updates and patches for the Oracle CPQ system, ensuring minimal disruption to ongoing operations.
- Analyze and optimize pricing strategies based on market trends, competition, and client-specific goals.
- Develop and maintain a library of reusable components and templates for Oracle CPQ configurations to streamline future projects.
- Provide guidance on data governance and data quality practices to maintain accurate and reliable information within the Oracle CPQ system.

- Monitor user adoption and engagement with Oracle CPQ and recommend strategies to enhance user satisfaction and productivity.
- Collaborate with project stakeholders to define project scope, objectives, and deliverables, ensuring alignment with client expectations.
- Conduct thorough risk assessments and develop mitigation strategies to address potential project challenges.
- Stay informed about emerging technologies and trends related to CPQ and recommend their adoption when relevant.

Client Bright Speed, USA   **June 2017– Aug2019**
Role: Oracle CPQ Consultant
- Conduct feasibility studies to assess the suitability of Oracle CPQ for the client's specific business environment.
- Collaborate with cross-functional teams, including sales, marketing, and IT, to align Oracle CPQ implementations with broader business strategies.
- Develop and maintain comprehensive project documentation, including project plans, timelines, and status reports.
- Perform data migration tasks to ensure a smooth transition of existing data into the Oracle CPQ system.
- Monitor system performance and troubleshoot issues to minimize downtime and disruption to business operations.
- Stay updated with industry trends and Oracle CPQ updates to provide clients with cutting-edge solutions.
- Evaluate and recommend software add-ons or extensions to enhance the functionality of Oracle CPQ.
- Conduct user acceptance testing (UAT) to validate that the Oracle CPQ system meets the client's requirements and expectations.
- Provide guidance on best practices for managing product catalogs, price books, and discount structures within Oracle CPQ.
- Collaborate with third-party vendors and consultants when necessary to ensure successful Oracle CPQ integrations.
- Participate in change management efforts to help clients smoothly transition to Oracle CPQ-driven processes.
- Monitor and enforce data security and compliance standards within the Oracle CPQ system.
- Develop and deliver training materials and workshops for end-users and administrators.
- Collaborate with the sales team to ensure they have a deep understanding of Oracle CPQ capabilities and can effectively leverage them during customer interactions.
- Assist clients in developing key performance indicators (KPIs) and metrics to measure the success and ROI of their Oracle CPQ implementations.

Client:.   **Aug 2015-Nov 2016**
Role: Oracle CPQ Developer

Responsibilities:
- Customer geo location-based Service Availability and Tax Jurisdiction using google fusion tables.

- Distance based pricing using google api calls.
- Transformed legacy excel pricing into Oracle CPQ pricing tables and incorporated the pricing formulas in commerce (Recurring Pricing, Service Pricing, Metered Pricing).
- Worked on simplified excel based pricing formula mock up for testing.
- Commissions and margin bar chart representation using JavaScript.
- Quote steps and transition rules defined as per business needs.
- Worked on mobile approvals, approval hierarchy and email notification.
- Incorporated adobe E-Signature tags for agreements and exported to SharePoint.
- Designed wireframes using mybalsamiq.
- Configuration rules
- Created custom Reports as per business requirements.
- Designed Flow Charts to simplify the quote flow for client.
- Onsite UAT training for the reps

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Client: IFG companies, India   **Aug 2015-Nov 2016**

Role: Oracle CPQ Developer

Responsibilities:

- Optimizing existing commerce functionality to improve performance of the quote.
- Updated Approval workflows.
- Used Pricing before formulas and pricing after formulas functionality.
- Consolidated the commerce validation rules.
- Offshore collaboration for deliverables and status updates.
- Customized approval reasons triggered in CPQ and synced to salesforce approver entity for the approver group to handle appropriately.
- Designed commerce main doc and sub doc layouts.
- Array driven configuration based on the product data table.
- Mandatory and optional add-ons driven by the data table.
- Make a valid configuration and create a quote for the end user.
- Worked on Configurator extensions.
- Multi language proposal output implemented using pre-loaded xml translations.