Anjali Zalani

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Contact No.: 9755415789

D.O.B.: 14th December 1994

ORACLE
Certified
Specialist

PROFESSIONAL EXPERIENCE

Working as an Advisory Consultant in IBM, having a total of 5.10 years in IT, and looking forward to expanding my career along with company goals. Working experience in Oracle CPQ as well as Salesforce CPQ. Have an understanding of the complete Lead-to-Cash business process.

- Worked in an Agile environment and have knowledge of the Agile process.
- Worked on different modules of Oracle CPQ Cloud-like configuration, commerce, and Document designer.
- Design solutions for different industries like finance, manufacturing, telecom, etc in the market to adopt CPQ cloud in order to increase their sales process.
- Adept in end-to-end development of CPQ Cloud products from requirement analysis to system study, designing, coding, documentation, and implementation.
- Extensive knowledge in writing and debugging BML scripts like commerce library functions and util library functions.
- Having good knowledge in writing the document designer for generating the contracts and proposals for the customer.

CERTIFICATION:

- Oracle CPQ Cloud Service 2019 Certified Implementation Specialist.
- Oracle CPQ Cloud Service 2017 Certified Implementation Specialist.
- Salesforce CPQ Implementation Specialist.
- SAFe Agile Certified.

Project 1	Oracle CPQ Implementation	
Description	This project aims at complete implementation of Config and commerce CPQ Cloud for Quoting process for telecom industry for a wide range of products such as Mobility, Wireline.	
Client	US Client (Telecom)	**Dec 2020- Present**
Role and Responsibility	- Complicated Custom Reports - SME for Reports - Supporting Production Fixes - BOM Implementation - Migration - Document Designer - Providing Design for the US	

PROJECT DETAILS :

Created and worked on a concept where the client can easily configure the delivery process for its products for their two product families. i.e. Wireline and Mobility with more than 20-25 different product types available with different pricing, feature, and equipment. This project was implemented on the "SAFE Agile Process" which helps in the continuous development of the product by iterating the process. Every month the project goes live by adding new functionality to the user.

Project 2	Salesforce CPQ Implementation
Description	This project aims to complete the implementation of Salesforce CPQ Cloud for Quoting process for a wide range of products.
Client	US Client (Networking) **July 2020- Nov-2020**
Role and Responsibility	- Product Configuration - Pricing - Discounting - APEX Code - Contract & Renewals - Deployment

PROJECT DETAILS :

Created and worked on a concept where the client can easily configure the delivery process for its products for their products using the Salesforce CPQ tool for the quotation process. Maintaining a large number of products within a parent-child hierarchy and allowing users to configure based on different pricing and discounting as per request.

Project 3	Oracle CPQ Implementation
Description	This project aims to complete the implementation of Config and commerce CPQ Cloud for Quoting process for the manufacturing process for a wide range of products including rotary screw, reciprocating, and sliding vane compressors.
Client	US Client (Manufacturing) **June 2019- Jun 2020**
Role and Responsibility	- Product Configuration - Commerce - Approvals & Workflows - End-to-end implementation - Email Designer - Document Designer (Multilanguage, XSL)

PROJECT DETAILS :

Worked on CPQ application which is used to generate quotations with all information of selected products. This is a manufacturing-based application used to provide flexibility to generate pricing quotes to the business users of their client. This project was implemented on the "Agile Process" which helps in the continuous development of the product by iterating the process.

Project 4	Oracle CPQ Implementation
Description	This project aims to complete the implementation of Config and commerce CPQ Cloud for Quoting process for several financing plans and services.
Client	US Client (Finance) **July 2017- June 2019**
Role and Responsibility	- Product Configuration - Commerce - Approvals Workflows - Document Designer

PROJECT DETAILS :

Working on CPQ application which is used to generate quotations with all information of selected products. This application is integrated with Siebel CRM in a cloud environment. This is a finance and fund-based application used to provide flexibility to generate pricing quotes to the business users of their client. This Project has 3 models named plan, services, and billing summary. This project was implemented on the "Agile Process" which helps in the continuous development of the product by iterating the process.

TECHNICAL SKILLS

CRM Products   **:** Oracle CPQ Cloud, Salesforce CPQ Cloud
Database Utilities   **:** SQL
Scripting Languages   **:** BML, BMQL, APEX
Language Used   **:** Html, CSS, JavaScript

HONOURS & AWARDS

- Recognized and got an award in every Quarter in 2021 and 2022 for successfully delivering the client requirements and developing complex scenarios.

- Awarded "On the Spot" Award for successfully delivering the client requirements on time with tough deadlines.

- Awarded the Best Team Award in the year 2017 for the successful delivery of the project.

- Awarded "On the Spot" award by TCS for developing the complex scenarios in CPQ implementation in a given timeline.

ACADEMIC PROFILE

Qualification	College / School	University/Board	Year of Passing	Score
B.E. (IT)	Shri Vaishnav Institute of Technology and Science, Indore, (M.P.)	RGPV	2016	8.0
12th	Gyan Sagar Academy, Ujjain, (M.P.)	CBSE	2012	79.20%
10th	Fatima Convent School, Achalpur, (M.H.)	State Board of Maharashtra	2010	87.00%

DECLARATION

I, hereby declare that the above mentioned details are true to the best of my knowledge.

Place: Pune   **Anjali Zalani**