Frederic Vinex C

Consultant – Oracle CPQ Cloud

A self-driven professional with great acumen through good understanding of business, proven project management and implementation skills in CPQ

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WORK EXPERIENCE (6+ Years)

Consultant - Oracle CPQ Cloud

SMARTERP Solutions

06/2018 – Present

- **Projects** – Completed implementation of Oracle CPQ cloud for two Dubai based clients. This includes building the product configurator, commerce process, documents etc in CPQ along with integration to Oracle Sales Cloud. The business of the clients includes hardware reselling/distribution and manufacturing products respectively.
- Also helped in the implementation of Oracle Sales Cloud & Service cloud for a Dubai based client.
- Worked as the functional consultant and built CPQ as per customer requirements who had complex product selection requirements with multiple constraint rules along with customizable documents template.
- Job role requires handling of the project from proposal phase till project go live. These incudes activities such as conducting Discovery sessions, Scope layout, Fit gap analysis, proposal preparation, product demonstration, Requirement gathering, Requirement analysis, product setup, integration support, Migration, writing test scenarios/cases, Coordinating UAT, Documentation and limited post implementation support.
- Has excellent functional knowledge in Oracle CPQ cloud along with working knowledge on how to build it. Has excellent knowledge on how the CPQ integration works with other CX modules like Sales Cloud etc.
- Has very good understanding on other CX modules like Oracle Sales & Service Cloud, Eloqua and Social Cloud.
- Has excellent knowledge on Agile methodologies.
- Very well equipped on Business Analysis, project implementation, product demonstration, presentation etc.

Business Analyst/Global Process Analyst

ORACLE

04/2014 – 05/2018

- Project – Played a major role in Oracle's primary quoting tool transition project (GSI to CPQ) which is Oracle's internal implementation of CPQ Cloud which had Cloud, Software and few other LOBs of Oracle.
- Primary responsibilities include requirement gathering, writing BRDs, Use cases, user stories, writing test cases/scripts, project co-ordination, process defining, coordinating UATs, training, & process improvements.
- To act as a liaison between the operations & development team.
- Completed multiple projects in automation and standardization of the quoting process across different LOBs & regions. Lead projects related to improving input quality & process improvements. Few projects include quote approval process automation, Standard orders checkout automation etc.
- Won multiple awards for my performance

Internships

- ASHOK LEYLAND – Project - Model Line introduction in MDV Assembly line
- Coffee Day – Project – To prepare the Standard Operating Procedures (SOPs) for CCD's Global operations.

SKILLS & KNOWLEDGE

- CPQ
- Implementation
- Project Management
- Business Analysis
- Requirement Gathering
- UAT, Test Cases/Test Scripts

- Process Definition
- MS Office
- MySQL foundation
- MS Project Foundation
- C basics

EDUCATION

MBA/PGDM in Operations & Finance

St. Joseph's College of Business Administration (CGPA - 7.6)
05/2012 – 04/2014
Achievements

- University Gold Medalist in Operations Stream
- Winner - multiple inter B school competitions in operations

BE - Mechanical Engineering

Arunai Engineering College (CGPA - 7.59)
09/2008 – 04/2012

SOFT SKILLS

- Leadership
- Problem Solving
- Self-Drive
- Communication
- Teamwork
- Fast Learning

HONOR AWARDS

- Rajyapuraskar Award - Governor award
  (Bharat Scouts & Guides)

INTERESTS

CRM, ERP, Supply Chain, Marketing, Automation, Strategy