TEJASWINI KULARNI

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Professional Summary

13+ years of experience in a Techno-functional Role through entire Quote to Cash (Q2C) Cycle.

Lead Digital Transformation and Integration across major phases on **Salesforce** and **Oracle e-Business Suite Applications (R12, 11i)** Platforms**:**

- Requirement analysis
- System study and Design
- Application Upgrade
- Post implementation Maintenance and Support

Manage Product groups and mentor Project teams with being directly responsible for the delivery of functionalities within Q2C.

Major Accomplishments and Projects Handled:

- **Transformation from Perpetual to Subscription** business model for over **30 K customers** and **partners** by integrating Salesforce CPQ and Oracle ERP.
- **Implementation of Salesforce Billing** and its Integration to Oracle Account Receivables (AR) - Completed within a span of 4 months for a volume of approx.1 lakh invoices every financial year.
- **Implementation of E-invoicing for India -** Mandatory Compliance for invoices generated after JAN -2021 was **successfully delivered within 1 month** of deign and development to enable the Printing of Indian Registration Number (IRN) and QR code on the Invoice Documents.
- **Reconciliation of Data across all Business Systems -** Work with different Product teams and design relevant **Dashboards and Reports** in Salesforce and Oracle to help Business users track Data Variance.
- **Oracle R12 Implementation** and Global Roll outs across 4 different regions for a Gulf Customer - End-to-End Implementation from Requirement Gathering to Post-Implementation Support **in 2 quarters.**
- **Oracle R12 Upgrade** - Covering modules in Oracle Finance and Supply Chain against an aggressive timeline of 6 months.
- **Automate Collector Assignment and Integration to High Radius** for Cash and Collection users - Reducing manual efforts of about 10 hrs per week in process of Collector assignments, Dunning Letters, Past due reporting etc.
- **Instrumental in leading 6 Support Projects** for Ordering, Invoicing, Accounting, Payments, Receipt Application, Tax, and other Legal/Compliance requirements.
- **Implemented Agile/Scrum methodologies** for delivery of 4 development projects.
- **SAFE Certified** for Teams - Collaborate with various value streams across the ecosystem and align with each other on Program Increments.

Awards

- Awarded the Highest Customer Award 'Blue Star' for single handedly driving a major enhancement release for Cisco.
- Also awarded 'The Adaptability & Flexibility Award' for exhibiting proactive traits in understanding project requirements and working towards becoming a key resource, in turn helping team stability.
- Awarded for Customer Focus, Boldness and Agility in the journey of Digital transformation at PTC.

Skill Set

ERP: Oracle Applications 11i and R12, Introduction to Fusion (Oracle Training)

Salesforce: Quote to Bill (Quoting, Ordering, and Invoicing)

Other Software/Application Tools: Jira, Toad, Service Now, Oracle XML Publisher, MS Office.

Career Profile

Parametric Technology Corporation   **Dec 2014 till date**

Senior Business Analyst (Technical Lead)

Contribution/Highlights

- Understanding of the current Business process and To-Be business process.
- Requirement Gathering for any new Enhancement / Existing issue / Reporting Requirements.
- Requirement review with Cross-Functional Business Process owners.
- User training documentation and conduct training sessions for business users.
- Integration of Quote, Order and Invoice data from Salesforce to Oracle ERP and vice versa.
- Declarative Programming in Salesforce - Create Validation Rules, Profiles and Permission sets, Custom Objects, Process, and flow automations etc.
- Contributed in making the core Billing Configurations and setups in Salesforce.
- Develop Concurrent Programs, Custom Reports, Form Personalization and Flex Field Customizations in Oracle ERP.
- Work on critical data Integrations like Sales Orders, Customers, Invoices into the existing system especially during new implementations or Acquisitions.
- Design the Automation through Process builder and Flow Builder to achieve the Order Product driven Billing functionality in Salesforce.
- Implementation of different Tax models for different regions like Sales Tax, VAT tax, GST etc.
- Automation of various processes related to invoice generation, printing, distribution, payments, and documentation.
- Automation of Receipt creation and application after receiving the payment files from banks.
- Setups related to Banks, Receipt methods and assignment of Document Sequences for different Regions as per the requirements.
- Support every financial monthly and quarterly closing.
- Followed the Agile process and worked comfortably on Jira tool for all the project deliverables.

Zensar Technologies   **April 2009 to Nov 2014**

Oracle Apps Techno-Functional Consultant

Contribution/Highlights

- Extensively involved in Design and Review process in order management, Distribution, Shipping, and Inventory.
- Solution using various workaround in R12, which reduces lot of customization efforts.
- Conversion and reconciliation of Legacy AP Invoices and Payments into Oracle Applications.
- Converting Items, Item Category, Item On-hand, Item Unit of Measure (UOM) from legacy system to Oracle Applications.

- Involved in post go live support activities of the migration for Oracle R12 seeded and custom modules
- Contributed in Support related activities pertaining to Dubai and Kuwait rollout.
- Created templates for Payment files and Check Printing as per the formats requested by the client.
- Data modelling and designing the Schema as per the functional requirements by creating the Entity Relationship (ER) diagrams.
- Extensive work on upgrading the 11i PL/SQL scripts to R12 by modifying the tables and their joins as per R12.
- Modified reports of 11i both in XML Publisher and Report builder for use in R12 environment.

Symantec Corporation   **August 06 - Nov 07**

Trainee - Oracle Applications

Responsibilities

- Analyze and understand the new business flows in Service Contracts and Order Management.
- Create orders in Order Management, perform shipping using the Shipping module and interface it to Account Receivables.
- Perform the end-to-end Business flows in Order Management and Service Contract modules.
- Write SQL queries to perform backend testing.
- Understand new methodologies and analyze functional requirements.
- Write test scripts for new components based on the understanding.
- Execute test cases manually to check GUI and Functional features; compare and analyze actual with expected results and report deviations to the appropriate individual(s) for resolution using QC.
- Actively participate in system and regression testing.
- Run SQL queries for database testing and verify results.

Personal Details

Education

2002 – 2006 B.E. in Electronics & Communication from Gogte Institute of Technology (G.I.T.), Belgaum, affiliated to Visveswaraya Technological University (VTU), Karnataka, India.

Certifications

Salesforce Certified Platform App Builder
Trailhead Profile link: https://trailblazer.me/id/tej2grace
SAFE 5 Certified for Teams
Oracle E-Business Suite 12 Supply Chain Certified Implementation Specialist: Oracle Order Management
Oracle E-Business Suite 11i Supply Chain Certified Professional Consultant
Oracle PL/SQL Developer Certified Associate