E-mail: muranihemant@gmail.com

Hemant Murani
Mobile: 91-8107832056

Chartered Accountant (Oracle Fusion CRM Consultant)

Summary

- 4+ of experience in Oracle sales cloud – Fusion CRM - Implementation and support.
- Certified in Oracle sales cloud 2016 and 2018 implementation specialist.
- Certified Salesforce Administrator 2020
- Strong analytical, communication and presentation skills
- A Chartered Accountant from the Institute of Chartered Accountants of India

Work Experience

Working with Prisio Technologies Private Limited (A subsidiary of Prisio Technologies LLC, USA) since 18th April 2016 to present (4 Years 6 Months)

Designation – Oracle Functional Consultant
Technology: Oracle sales cloud – Fusion CRM

Major Job Responsibilities:

- Responsible for requirement gathering and client coordination at various levels (users and managerial).
- Identifying report requirements and developing Analysis OTBI reports
- Design & build reports and dashboards and assist in development of complex ad hoc queries and analyses
- Performing release updates – Pre and post implementation tasks
- Performing Gap Analysis to meet current business requirement through high level discussions.
- Training users at various level to make them familiar to various standard, custom and security set ups.
- Data migration from Legacy system to Fusion. (Integration/File Import)
- Coordinating with Oracle support to ensure smooth functioning, release management and patch management of product.

Projects Details
Project – Wilsonart LLC – US

- Creating users & Setting up Org Hierarchy
- Defining access through Territory
- Creating Resource Roles
- Creating Job Roles and Duty roles and customizing the roles as per client requirements
- Lead management setups
- Data migration (Import/ Export)
- Outlook Integration with Sales Cloud & Making Changes in Outlook layout for CRM as per client requirement.
- Creating custom objects and reporting on custom object as per client requirement
- Creation of Data model reports
- Product Group Management
- Customizing pages on the basis of Custom Job Roles
- Creating saved searches on the basis of Custom Job Roles
- Creating Infolet reports, Analysis & Dashboards
- CX mobile app setup and customizing it as per client requirement

Project – Resopal.de Germany and Polyrey France

- Enabling German Language & defining user preferences
- Managing Daily rates and conversion rates
- Translation of List of values
- User Interface text to translate field displayed
- Making changes in Structure as per client requirement
- Customer Data Management setup (Duplicate Identification, Duplicate resolution)
- Users training
- Designing and Developing various Pipeline, KPI reports
- Data migration (importing Accounts, Contacts, Opportunities)
- Manage Geography
- Providing Access through territory

Project – McCarthy Tire US

- Creating Users and Preparation of various complex reports for managers and users
- Scheduling of report & setting up mobile app for the users
- Data migration – importing the data from excel provided by client
- Users training

Major Implementation Tasks Performed:

- Initial Set up – Geography, Currency, Calendar
- Job/Resource/Duty Roles, Privileges, Security Policies set up
- Organization Hierarchy, User set up, Territory Set up, Business Unit set up
- Creating and managing Fields, Subtabs, LOV's, Layouts
- CDM Implementation
- Manage Accounts and Contacts information, Manage opportunities
- Manage Profile Options/Lookups
- Extend and Customize. (Objects/Pages/Fields)
- Setting up Sales Catalogue/ Product Hierarchy
- Import/Export of Data (Accounts/contacts/Opportunities/Revenue lines)
- Deploy Mobile and Desktop Clients – Mobile app set up and Outlook set up
- Reports –OBIE Analysis, Pipeline reports, Performance reports, SQL reports.
- Sample Order Management.

Support Tasks Performed

- Outlook Errors
- Report Errors, and User Access Issues
- Security or data visibility issues
- Data migration
- Owner change management
- Duplicates clean up and Data clean up

Professional and Academic Qualifications

Examination	Year	Institute
CA	Nov 2015	ICAI
B. Com	2012	University of Rajasthan
12th	2009	RBSE

Core Competencies

- A team builder and have leadership qualities
- Ability to meet deadline under pressure

Extra-Curricular Activities

- Represented ICAI Jaipur branch in cricket in state level tournaments
- Represented School in Handball in inter school tournament at state level
- Well versed in MS-Excel, MS-PowerPoint, MS-Word and Tally9

Personal Details

Father's Name: Ramesh Kumar Murani

Date of Birth: 19-May-1991

Hobbies: Playing Cricket, Interacting & communicating with people,

Exploring & Expanding IT knowledge