Kumar Mrinal

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# ABOUT

* Having 10 years IT Experience in BMI, Oracle CPQ (aka BigMachines) Development
* Worked on Product configuration, Pricing and Quoting, Proposal generation and Integration
* Exposure to technologies such as Apex, Visual Force, Apex Data Loader and Cast Iron
* Capable of working efficiently under pressure and training subordinates as per requirement
* A highly motivated, energetic individual and a team player with excellent analytical and problem solving and with good communication skills

# Skill-Set

* CRM : SalesForce.com, Oracle Engagement Cloud
* Technologies : BMI, XSL, JavaScript
* Operating systems : Windows 10

# Educational qualifications

* B. Tech from SRM University, Chennai in 2010

# Certifications

* SFDC DEVELOPER 401
* Oracle CPQ Cloud Service 2017 Certified Implementation Specialist
* Oracle CPQ Cloud Service 2016 Certified Implementation Specialist

# WORK EXPERIENCE

* + Working as a Senior Consultant in Deloitte at Hyderabad from December 2014 till date
	+ Worked as a Software engineer in Tech Mahindra at Hyderabad from December 2013 till December 2014
	+ Worked as a Software Engineer in Wipro Technologies at Hyderabad from August 2010 till November 2013.

# PROJECTS

**Project: CPQ Implementation, 2018- till Date**

## Client: US Based MNC.

* **Role:** Solution Architect, Tech Lead

## Project Synopsis:

* + US Based MNC has recently completed the acquisition of CA Technologies and was looking at quickly consolidating the different technology platforms to improve efficiency and reduce cost
	+ They engaged Deloitte for the Front Office Transformation in terms of Re-Designing Processes, Reducing Operational Expenses and unifying critical Business Processes to create a seamless flow for both US Based MNC and CA End Users
	+ Eliminated the Dependency on Salesforce Platform, first of a kind Implementation

## Roles & Responsibilities:

* + Worked as Solution Architect in designing end to end solution of the project including downstream and upstream integration with a team of size 15.
	+ Used Agile methodology for project implementation.
	+ Worked on Line-level Approval, Merge quote, Split quote functionality, Guided Selling, System Configuration and Import-Export of line items to/from quotes.
	+ Was involved in Parts, Pricing and Integration with EBS via SOA.

**Project: CPQ Implementation, 2017- 2018**

## Client: US Based MNC

* **Role:** Tech Lead

## Project Synopsis:

As part of the US Based MNC led Atlas Transformation Program that focuses on standardizing and streamlining Global “Lead to Order” processes across the organization, US Based MNC is planning to implement a Global Configure, Price, Quote (CPQ) solution using Oracle CPQ Cloud technology to pursue the following objectives:

* + Establish standardized global processes for product configuration, price execution, quote/contract generation
	+ Enable a consistent selling process, with a single interface for sellers to obtain product, pricing, and contracts, while providing US Based MNC product, pricing, and legal teams with the data to drive a more consistently governed process
	+ Create process automation to eliminate manual work across Sales and Sales Support functions and reduce errors by implementing a global design
	+ Improve pricing flexibility and drive increased revenue through pricing optimization
	+ Enterprise visibility and analytics of CPQ data to support market strategy

## Roles & Responsibilities:

* + Worked as Tech Lead, developer and managed a team of 6 people.
	+ Worked on technical designing of all use cases, story grooming, estimation, capacity planning.
	+ Worked on the implementation of Rate Card Functionality, Product Selection on configuration.

**Project: CPQ BMI Implementation , 2014-2016**

## Client: US Based MNC

* **Role:** Developer Lead

## Project Synopsis:

Deals with configuration of software and hardware products and its services.

## Roles & Responsibilities:

* + Worked as Dev Lead, developer and managed a team of 3 people.
	+ Worked on the Commerce and Configuration, SFDC Integration.
	+ Worked on Defect fixing and enhancement requests.

**Project: BMI Implementation, 2013- 2014**

## Client: US Based MNC

* **Role:** Developer Lead

## Project Synopsis:

Project deals with population and pricing of pipe design. Pipes are used to carry oil and gas from sea bed. It involves creation of Wellstream PL, Configuration of Model, Proposal generation, integration from SFDC.

## Roles & Responsibilities:

* + Worked as Dev Lead, developer and managed a team of 6 people.
	+ Worked on agile process, contributed in sprint planning, design, timeline estimation and was involved in guiding the team.
	+ Worked on Recommended items, Recommendation Rules, Configurations, hiding rules, constraint rule, Configuration Layout
	+ Worked on Commerce for applying the discounts for the pipe design

**Project: BMI Implementation, 2013**

## Client: US Based MNC

* **Role:** Developer

## Project Synopsis:

Current project is an extension to the GEIP BM Impl Project for our Customer GE Intelligent Platforms. This Project is to enhance the Application of the Current Process used by the Customer for the SalesCycle, Quoting, Configuration & Proposal Generation, Invoicing & Hardware fulfillment, Licensing, Software fulfillment. This Project mainly deals with the Special Pricing Approvals and Configuration Models and generating the reports.

## Roles & Responsibilities:

* + Worked on Configuration of Models, Families, Lines.
	+ Worked on the integration XSL
	+ Worked on the Commerce ,Data tables, Parts , Creating users,
	+ Wrote BML Util Library function, commerce library function,
	+ Wrote BML Recommendation rules, hiding rules, constraints rule for commerce and configuration.
	+ Have done Integration using Cast Iron with SFDC, SAP and BM.

**Project: BIG MACHINES IMPL 2013**

## Client: US Based MNC

* **Role:** Developer

## Project Synopsis:

This project was about implementation of sophisticated Quote Management application which can be integrated with Salesforce. Client needed a Product Configurator to be developed on BigMachines that can be used to configure their products which spanned across various product lines and models. Quotation process involved complex discount structure and approval delegation, distinct product line and model structure, and documents generation in different formats

## Roles & Responsibilities:

* + Worked on product lines and models creation.
	+ Worked on Recommended items, Recommendation Rules, Configuration.
	+ Worked on Part database management in BigMachine.
	+ Implemented Approval delegation using data tables and product lines.
	+ Worked on BigMachine Document Engine which is used to generate printer friendly format documents.

**Project: GEIP BM Impl 2011- 2013**

## Client : GE

* **Role:** Developer

## Project Synopsis:

* + Improving the efficiency in the ITO/OTR process by seamlessly integrating the Sales Cycle, Quoting, Configuration & Proposal Generation, Invoicing & Hardware fulfillment, Licensing &Software fulfillment. This implementation leveraged all the standard Sales force objects and functionalities including Accounts, Contacts, Lead, Opportunities and Partner Portal. The Project was implemented inSalesforce.com integrating with SAP. This project also integrated with BigMachines for Quote Creation from Opportunities.

## Roles & Responsibilities:

* + Working as key Developer and developing code for the application.
	+ working on the Configuration of Models
	+ Working BigMachine integration with SFDC and SAP
	+ Proposal Generation
	+ Working on Pricing Approvals.

**Project: BM Implementation 2010 -2011**

## Client : US Based MNC

* **Role:** Developer

## Roles & Responsibilities:

* + Worked on Proposal generation.
	+ Attribute creation, Actions, Validation rules, constraints rules, hiding rules
	+ Worked on Recommended items, Recommendation Rules, Configurations, hiding rules, constraint rule, Configuration Layout
	+ Worked on Part database management in BigMachine.
	+ Worked on Commerce.