

Sonny Diaz

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Upland Software - Austin, TX

08/2021 – 01/2023

Demonstrated capabilities for Project Management SAAS Solution through value-driven presentations

Solutions Consultant

- Worked collaboratively with Account Managers to provide technical expertise, guidance and Gap Analysis
- Configured PSA use cases to demo solutions including custom dashboards and reporting, Gant Charts, financial planning and budgeting tools, resource and project/task planners, time tracking, workflows
- Presented and maintained integrations between PSA solution and external endpoints including Salesforce & Quickbooks via IPaaS integration platform Boomi
- Secured technical staff commitments and custom implementation estimates to create pricing and SOW's
- Created and distributed technical assets/multimedia demos of modules and use cases for various audiences
- Worked collaboratively with Sales, Implementation, Engineering to solve technical problems
- Supported customer through POC, negotiation, product deployment, customer education/training

Oracle - Austin, TX

12/2017 – 09/2020

Designed, configured and presented highly customized Oracle suite of HCM pre-sales use cases

Solutions Engineer

- Provided implementation analysis, including documenting business requirements, detailing issues and risks, and drafting business processes and data flows within Payroll and Analytics modules
- Generated technical writing in responding to detailed functionality inquiries in RFPs/RFI's
- Applied Digital Assistant to create artificial intelligence (AI) chatbots via code development/scripting
- Utilized Oracle Business Intelligence Dashboards to create KPI's for POC's
- Attended industry events and trade shows to meet in person with clients
- Provided mentoring for presales account managers, solutions consultants and Oracle Latino Alliance (ERG)

Paychex – Austin, TX

06/2017 – 11/2017

Created partnerships and facilitated efficiency within HCM Organizations and beyond

Mid-Market HCM Field Sales Consultant

- Exceeded quota attainment by 20% with approximately 1.2 Million generated
- Responsible for creating territory and account penetration strategies

Oracle – Austin, TX

05/2015 – 05/2017

Communicated with C Level Executives throughout organizational SAAS transformation

Cloud Applications Consultant

- Exceeded quota attainment by 25% with 5 million generated
- Developed solution proposals to close complex deals
- Increased industry knowledge in various cloud solutions including but not limited to HCM, ERP, EPM

EDUCATION

- St. Edward's University, Business Administration - Finance, *Bachelor of Arts* 2006