Supriya Panchbhai
Date of Birth: 1st April 1987
E-mail: panchbhai.supriya0104@gmail.com
Mobile No: +91 961 900 4943
Residential address: 1702 Bryony, Nahar Amrit Shakti, Chandivali, Powai, Mumbai 400072

Business Experience (Total work experience: 15 yrs.)

IBM Consulting	Presales Solution Architect	Jan'25 – Current (7 months)

Business Development for Oracle Cloud/EBS Solutions in ISA (India South Asia) market
- **Developed 2025 sales strategy** with team leveraging market insights and historical trends.
- Maintain and monitor the 2025 sales pipeline tracker for ISA region.
- Identify new & existing opportunities through client engagement and collaboration with Oracle account partners.
- **Lead end-to-end RFP responses** for Oracle Cloud, EBS, OCI, and Change Request projects.
- Conduct client assessments & deliver value-focused Oracle Cloud/EBS solution recommendations for pain points.
- **Managing an existing Oracle Cloud client accounts** and work on demos for future Oracle Cloud solutions.
- **Prepared 10+ comprehensive SOWs for Oracle Cloud/EBS deals**, detailing IBM strengths, scope, project plan, staffing, commercials, legal clauses, and RACI.
- **Created and presented Orals Deck as Project Manager** for an Oracle Cloud AMS RFP.
- **Participated in commercial negotiations** and scope optimization with prospective Oracle EBS Impl. client.

Accenture Technology Consulting Oracle Advisory Group	Technology Consulting Senior Manager	Sep'21 – Dec'24 (40 months)

- **Associated with an Oracle Advisory team as a Finance Lead/Project Manager** with specialization in Oracle Cloud/EBS Technologies.
- **An Oracle Cloud Finance SME** with vast experience in solutioning and leading tracks (OTC, PTP& RTR)
  - **Key Experience:**
    - Lead implementation projects and manage project management.
    - Conduct technical, impact, and quality/risk assessments for J2C and ongoing projects.
    - Provide cost estimates and engage in resource planning.
    - Facilitate design workshops, manage configurations, author functional specs, and oversee user training/testing.
  - **Key Modules/Skills:** AR, AP, CM, Expenses, GL, FA, Lease Accounting, Procurement, Tax, Accounting Hub, OM, RMCS, Inventory, SLA, Supply Chain Financial Orchestration (SCFO), EMEA and APAC Localization.
  - **Key Industries:** Retail, Consumer, Technology, Oil & Gas, Manufacturing, Real Estate, and Finance.
- **Monitor open opportunities and staffing needs for the 150-member Oracle Advisory team,** who are deployed to implementation and RFP projects serving roles as Solution Architect, SME, and Project Managers.
- **Leading Advisory L&D programs** for 700+ participants with a $1M budget to develop technology consulting skills.
- **Facilitate final-round recruitment interviews** for lateral & campus candidates within the Oracle Advisory practice.
- **Manage the PIP (Performance Improvement Program) for Analyst and Consultants**.
- **Received 2 ACE awards** for client deliverables and Oracle Advisory practice growth**.**

Deloitte Consulting India Pvt. Ltd.	Manager	Oct'14 – Aug'21 (83 months)

- **Oracle Cloud & EBS SME**, leading tracks (PTP, ITC, RTR) in 8 Oracle Cloud projects.
- **Recognized with 3 'Outstanding' and 9 'Applause' Awards** for client contributions.
- **Worked on 25+** Oracle Cloud RFPs, **Oracle Cloud certified specialist** in AP, AR, GL, PO, RMCS & FAH
- **Conduct Round 2 interviews in a 3-stage selection process** for recruitment.
- **Led a 20-member initiative, creating Finance Reusable Assets templates** (Discovery Questionnaire, Requirement Fit/Gap, Workshop Decks and Proof of Concepts) from data in 60+ Oracle Cloud projects.
- **Travelled onsite in testing phases** at Kohl's Corporation, Milwaukee (US) (2019) and Dropbox Inc, Dublin (2017)

Infosys Ltd.	Senior Associate Consultant	Jun'13 – Sep'14 (15 months)

- **Underwent training in Oracle EBS Financials** and was adjudged among the top 3 scorers in all assessments.
- **Worked as a Functional Unit Tester** for Oracle EBS GL, AP, Fixed Assets, E-business Tax and CM modules for 4000 test scripts and **implemented Oracle I Expense** for a banking client.

ECI Telecom	Software Test Engineer II	Feb'11 - Jun'11 (5 months)

- Developed network management drivers in Java used for testing and administering network topology.

Mindtree Limited	Senior Test Engineer	Apr'09 - Jan'11 (22 months)

- **Awarded 'Best Project Team' & 'Team Spot Award' (twice)** for excellent performance in the project.
- **Worked as a test automation script developer for Microsoft Azure (Cloud)** as the client.

Essar Information	Trainee	Oct'08 – Mar'09 (6 months)

Key Achievements

- Promoted to **Accenture Senior Manager** within 1 year of joining the organization for leading Oracle Advisory client projects and campus training for top-tier B-School hires.
- **Deloitte Manager** promotion based on consistent client and senior management recognition.
- Achieved **Senior Associate Consultant** status at Infosys Ltd. within 8 months of joining.
- Accelerated to **Senior Test Engineer** at Mindtree Ltd. within one year instead of the standard two-year timeframe.

Key Projects Summary

Client Name	Industry/ Technology/Market	Role	Responsibilities
EIL (~$7 Mn)	Public Sector/Oracle EBS 12.1.13/India	Oracle EBS Solution Architect	• Conducted FIT/GAP analysis for 2,500+ requirements. • Prepared and optimized effort & staffing estimates using IBM tools within budget. • Secured internal approvals on the proposed solution. • Joined commercial discussions, including onsite alignment at the client's Delhi office.
EXL (~$3.5 Mn)	IT Services/Oracle Fusion Cloud R13 24D/Multiple Countries	Oracle Cloud Solution Architect	• Prepared effort, staffing & AMS plan with solutioning team. • Independently drafted full SOW and Orals deck; presented as Project Manager. • Responded to client's technical queries post-Orals.
Suguna Foods (~$ 0.27 Mn)	Consumer/OCI/ India	OCI Solution Architect	• Prepared effort estimates, staffing plan, and project roadmap for OCI migration. • Independently drafted full SOW and created Oral's deck along with SME for Oracle EBS and Nutanix migration • Joined in commercial negotiations & pricing optimization • Acting as client partner; supporting ongoing bid talks.
Mahindra Finance (~ $5 Mn)	Financial Services/Oracle Cloud R13 24D/India	Presales Solution Architect	• Created SAP vs. Oracle Cloud deck; influenced client to select Oracle Cloud despite SAP at group level. • Built discovery deck to capture financial needs from legacy systems; engaged in ongoing client discussions.
Veikkaus (~$14 Mn)	Gaming/ Oracle Cloud R13 24A/ Finland	Offshore Finance Lead	• Led 8-member team delivering complex gaming solutions during implementation. • Designed solutions for Enterprise structure, C2B payments, Finnish reconciliation, Netting, Oracle CX & FAH integrations, IFRS Lease Reporting & Taxes. • Managed sprints, risks & approvals for high-value CRs.
Nokian Tyres (~$18 Mn)	Manufacturing/ Oracle Cloud R13 23D/ Finland	Onshore/Offshore Finance Lead	• Led 6-member team in discovery for 10 finance modules • Secured signoffs on 20+ key deliverables (RTM, Process Flows, RICEW, KDD). • Captured localization for 13 EMEA countries; Built 50+ SCFO flows after learning the module. • Maintained RAID log and drove CR approvals; praised by client as best finance partner.
Church Project (~$100 Mn)	Consumer/ Oracle Cloud R13 24A/US	Tax Localization Lead	• Documented & showcased tax localization requirements for 57+ countries, using reusable assets from KX & regional SMEs.
Grab Assessment (~$ 500k)	Technology/ Oracle Cloud R13 24A/ Singapore	Finance Solution Architect	• Formed 4-member team to configure demo for client Orals. • Addressed RTR pain points & showcased solutions. • Covered issues like enterprise structure, period close, intercompany accruals, asset transfers, and GL consolidation across 80 ledgers.
Iron Mountain (IRM) (~$30 Mn)	Technology/ Oracle Cloud R13 22C/US	Oracle Cloud Order to Cash (OTC) Lead	• Led 12+ team members A2C track (70% of reqs). • Moved A2C track from Red to Green status for Wave2 roll-out. (12 EMEA & APAC countries) • Designed complex solutions such as Direct Debit, Customer API, Simplified Auto Invoice, Print XML & EMEA localization (Germany, Spain & Poland)
DAMAC Properties Assessment (~$5 Mn)	Real estate/ Oracle Cloud R13 21D/UAE	Oracle Cloud Finance Lead	• Identified risk & mitigation plan from go-live readiness perspective based on gaps found in solution design, project governance & testing phases. • Recommended project plan with new go-live date.
Nufarm Australia	Consumer/ Oracle EBS	Oracle Solution	• Assessed & cost estimated the impact of new OU & COA structure for manufacturing & branded business.

(~$3.4 Mn)	12.2.7/Australia	Architect	• Won & Led project implementation for the solution designed during discovery phase.
ADQ Holding Company (~$50 Mn)	Conglomerate/ Oracle EBS 12.2.X & Oracle Cloud R13/UAE	Oracle Cloud Functional SME	• Drafted cloud strategy roadmap for 20 subsidiaries, detailing on-premises AS-IS & Oracle Cloud TO-BE. • Performed cost estimates for Oracle Cloud subscription & OCI transformation.
Makro – CP Lotus Group (~$5 Mn)	Retail/ Oracle Cloud R13 21D/Thailand	Finance/Procurement Functional Consultant	• Evaluated EBS or Cloud for marketplace & retail firm. • Designed future state architecture in Oracle Cloud. • Recommended implementation options & timelines. • Performed single v/s multiple instance strategy. • Evaluated FAH integration with marketplace systems.
Ecolab (~$21 Mn)	Consumer/Oracle Cloud R13 21B/US	Functional RTR Offshore Lead	• Led 12 members in Finance & SCM modules. • Headed the ITC track for Wave 1 Malaysia Impl. • Created estimation model for rollout in 62 countries.
Kroger Company (~$22 Mn)	Retail/ Oracle Cloud R13 19D/US	Order to Cash (OTC) & Quality Analyst (QA) Lead	• Led 8 members team as ITC lead. • Managed capacity planning & sprint status reporting. • Developed Test plan as QA lead for Finance track. • Facilitated workshops for 60+ custom objects. • Designed Netting solution for "Customer as Supplier". • Submitted Performance issues whitepaper.
UNFI Assessment (~$5 Mn)	Retail/ Oracle Technology/US	Finance Offshore Lead	• Recommended process changes in Finance modules. • Redesigned & recommended new COA structure. • Identified RICE objects for pricing, timeline & staffing. • SWOT analysis b/w approaches - EBS Upgrade, EBS Reimplementation & Cloud Implementation)
Kohl's Corporation (~$15 Mn)	Retail/ Oracle Cloud R13 19 C/US	OTC Onsite and Offshore Lead	• Headed a 4-member team for OM, AR & CM. • Led 14 members for conversion & production defects. • Designed retail solutions for gift cards, vouchers, subleasing, and marketing.
Targa Resources (~$5 Mn)	Energy/ Oracle Cloud R13 19 B/US	OTC Offshore & Conversion Lead	• Led conversion for tracks such as PTP & RTR • Designed complex direct debit, lockbox, BAI2 bank statement & customer conversion.
Dropbox Inc (~$10 Mn)	Technology/ Oracle Cloud R12/US	PTP Offshore Lead	• Executed 50+ POCs in PTP for feasibility studies. • Designed 40 FDs for payment formats (12 countries). • Designed complex invoice & requisition approvals.
Service Corporation Int'l. (~$5 Mn)	Consumer/ Oracle Cloud R11/US	PTP and OTC Offshore Lead	• Independently created 17 FDs for AP interfaces. • Designed blackline interface for treasury mgmt.
CNL Financial (~$1 Mn)	Fin. Services/ Oracle Cloud R9/US	PTP Offshore Lead	• Associated with first Oracle Cloud project in Deloitte. • Implemented AMEX credit card for 2000+ employees
Mc Donald's	Retail/ Oracle EBS/Japan	Functional Team Member	• Functional resource for Lease Management module for the fast-food restaurant franchise business.
Westpac Banking Corporation	Fin. Services / Oracle EBS/Australia	Functional Unit Tester	• Performed system testing on GL, AP, FA, Tax & CM. • Defect tracking and Quality centre reporting
Emerson Electric Company	Energy/ Oracle EBS/US	Functional Team Member	• Implemented Oracle iExpense. • Drafted user manual and trained 100 employees

Academic Qualification

Course	Institute & University	Year	Aggregate CGPA/Percentage
PGDM(Finance)	Welingkar Institute of Management, Mumbai	2013	5.85/7 – 3rd in batch of 60
B. E. (I.T)	Sardar Patel College of Engg., Mumbai University	2008	70.5% – 6th in batch of 120
H.S.C.	Mithibai College, Maharashtra Board	2004	82.2%
S.S.C.	St. John's Universal School, Maharashtra Board	2002	86.4%