VARUN ABHIRAMA KRISHNA

Global Partner Enablement ❧ Product Management

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SUMMARY

I have 15 years of Product Management and Technology Consulting experience, specializing in driving global Digital Transformation programs. At Oracle, I lead Outbound Product Management and Partner Enablement across our Fusion Applications portfolio. We raise the bar for implementation excellence by providing advisory & training on implementing end-to-end business flows & new product features, as well as sharing best practices across the Fusion product pillars.

Prior to this, I have over a decade of Business Process and Technology Consulting experience with Deloitte and Infosys, specializing in the Quote to Cash and CRM/Service process areas. I have led ERP implementations for global Fortune 500 companies and have mentored functional and engineering teams to deliver client impact in fast-paced, multi-cultural environments.

SKILLS

- Executive (CxO) Presentations
- Product Roadmaps
- Solution Architecture
- Sales Pursuits/RFPs
- Project Management
- Release Management

CERTIFICATIONS

- Certified Scrum Master (CSM®)
- Certified Scrum Product Owner (CSPO®)
- Oracle Certified Implementation Specialist

ERP EXPERTISE

Oracle Cloud: Inventory, Order Management, Configurator, Pricing, Global Order Promising, Shipping, IoT Fleet Monitoring, IoT Asset Monitoring, Accounts Receivable, Service Logistics

ONSITE EXPERIENCE

- Dublin, Ireland (2017)

EDUCATION

Post Graduate Diploma in Management (2009 – '11)
K J Somaiya Institute of Management, Mumbai

Bachelor of Technology | Computer Science (2004 – '08)
Jawaharlal Nehru Technological University, Hyderabad

WORK EXPERIENCE

Senior Manager | Oracle (Feb '21 – Present)

- Developed the partner ecosystem by providing advisory and training to over 15,000 Solution Architects and experienced Consultants from 600+ Consulting firms across 80+ countries every year, which resulted in an accelerated pace of successful go-lives with our SaaS customers.
- Reduced the number of Support Requests logged globally by 15% each year, resulting in annual cost savings of $2.5 million USD for Oracle.

Manager | Deloitte Consulting (Jul '14 – Jan '21)

- Led global transformation programs which contributed an annual revenue of $8-10 million USD to the Oracle practice. Worked on over 17 sales pursuits which converted to wins for Deloitte during my tenure.
- Secured a client testimonial from Lyft for being the only major project in their company history to be delivered on time and within budget.
- Led the design and development of firm IP in the Wholesale Distribution space that resulted in project wins of over $20 million USD.

KEY CLIENTS SERVED

Client	Industry
Lyft	High-Tech
Anixter	Wholesale Distribution
Western Digital	High-Tech
Dropbox	High-Tech
F5 Networks	Telecom
Polycom	Telecom
Emerson	Manufacturing

WHITEPAPERS

- 'Oracle CPQ Cloud: Expectation vs. Reality' (Collaborate 2017, Las Vegas)
- 'Co-existence of best-of-breed technology products for an integrated CRM/Service solution' (Collaborate 2016, Las Vegas)

WORK EXPERIENCE (Contd.)

Consultant | Infosys (Jun '11 – Jun '14)

- Led the design and implementation of an after-sales Service solution to track assets in the field, automate creation of preventive maintenance service requests and schedule field technician visits to customer locations which improved customer satisfaction and increased annual Service Revenue by 36%.

Intern | Lenovo (May '10 – Jun '10)

- Worked under the Marketing Head for Consumer Business in India on key initiatives to evaluate the effectiveness of the Lenovo Master Communication Platform and conceptualize the Lenovo Partner Network.

Project Engineer | Wipro (Aug '08 – May '09)

- Worked with the High Performance Computing team to design and develop an open-source Cloud solution offering Infrastructure as a Service (IaaS).

PROFESSIONAL ACHIEVEMENTS

- Invited as a speaker at OATUG Collaborate, held at Las Vegas, USA.
- Recognized for being a top performer at Deloitte (top 10% of the practice) consistently for 3 years.
- Won multiple awards in Deloitte, Infosys and Wipro for excellence in client service and project delivery.

ACADEMIA & COMMUNITY SERVICE

- Member of the Board of Studies (CSE Dept.) at CVR College of Engineering, Hyderabad (2016 – Present)
- Member of the Placement mentorship program and Panelist in the admissions process at K J Somaiya Institute of Management, Mumbai (2021 – Present)
- Volunteer at several private/government schools and colleges in Hyderabad and Bangalore as part of Deloitte's CSR initiatives (2014 – 2021)