Tejas Fulmali

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My objective is to secure a position in a company with challenging opportunity under functional areas of Sales, Marketing & Operations.

**EXECUTIVE SYNOPSIS**

* Almost 10 years of experience in Sales & Distribution domain; 7 years as JD Edwards Business Analyst / Functional Consultant and 2.5 years of pure industry experience.
* Experience in JD Edwards Enterprise One XE, 8.10, 8.12, 9.0, 9.1, have completed 1 implementation life cycle, 4 Upgrade projects, 2 Rollouts and 1 Support project with clients like Weatherford, Stewart & Stevenson, Lafarge, World Wrestling Entertainment (WWE), Coloplast, La-Z-Boy. Industry Experience with Praxair and Godrej & Boyce.
* Sales, Procurement, Inventory, Advanced Pricing, Service and Warranty management, EDI and have overview of related modules in Manufacturing, Finance, Asset Management, DSI/RF and UPK.
* Activities involve As-IS study, To-Be processes, develop functional design specification, Configuration, Testing, User Training / Manuals, Go-Live and Post Go-live support and Documentation.
* Post Graduate Certificate in General Management from Indian Institute of Management, Indore (IIM-Indore). Prior to that holds a B.E in Production Engineering.
* A highly motivated, energetic and professional team player with good analytical, problem solving and interpersonal skills.

**VISA**

* USA- H1B Visa valid till May 2017 and extendable till Sept 2019. - Current location- Maryland

**EDUCATION**

2009 – 2010 **Indian Institute of Management, Indore**

*Post Graduate Certificate in General Management*

2001 – 2005 **AISSMS College of Engineering, Pune**

*Bachelor of Engineering in Production Engineering*

**WORK EXPERIENCE**

Aug 14 -Till date. Global Sumi Technology

**Roles & Responsibilities**

Business Analyst – SCM -JD Edwards Enterprise One XE, 8.10, 8.12, 9.0, 9.1

* Functional Lead for SCM- compromising of Sales, Inventory, Purchase and Advanced Pricing modules
* Understanding Business process and creating FSD for new process implementation.
* Documentation related to the deliverables that describes the solution in details.
* Coordinate with the technical lead in order to explain the functional requirement

March 12 –Aug 14 **Systime (a KPIT Cummins Company)**

**Roles & Responsibilities**

Sr. Consultant – SCM -JD Edwards Enterprise One XE, 8.10, 8.12, 9.0, 9.1

* Functional Lead for SCM- compromising of Sales, Inventory, Purchase, Advanced Pricing modules and Service Rental module
* Upgrade project from XE 7.3 to 9.1 for largest oil field Services Company.
* POC on Service/Warranty management module
* Completed two Upgrade project from XE to 9.1 for Sales & Distribution module and Service/ Warranty Rental module.
* Understanding Business process and creating FSD for new process implementation.
* Documentation related to the deliverables that describes the solution in details.
* Coordinate with the technical lead in order to explain the functional requirements.

June 08 –March 12 **L&T Infotech Pvt Ltd.**

**Roles & Responsibilities**

Associate Consultant – SCM- JD Edwards Enterprise One XE, 8.10, 8.12, 9.0

* Part of Roll Out project for a leading Danish Medical Equipment manufacturing company
* Functional Consultant for Sales, Inventory & Purchase modules Advanced Pricing for EDI Interfaces between JDE XE and JDE 8.12 a leading Danish Medical Equipment manufacturing company
* Solution Architect for Sales, Inventory & Purchase modules for EDI Interfaces between Third party software & JDE 8.12 for one of largest entertainment company in US.
* Solution Architect for implementing Sales process for one of largest entertainment company in US.
* Distribution Support for a leading cement manufacturing company.
* Sales & Distribution lead consultant on internal initiative called Oracle Business Accelerator.

**PROJECTS UNDERTAKEN**

**1. Company:** Largest oil field Services Company

**Project:** Upgrade from XE to E 9.1

**Modules:** SCM and Service Rental.

**Role:** Lead Business Analyst. (Jan 2013 – Aug 14)

**Location-** Houston, Texas.

**Assignment Description**

* Global Upgrade project from XE to E9.1in more than 100 countries.
* Functional Lead for Service Rental Module and Sales modules.
* Creating FSD for new process implementation.
* Understandings tasks and provide training and understanding on functionality of Custom applications to the technical team for effective deliveries.
* Functional and Integration testing of objects.
* Assigning activities and coordinating with offshore leads of other modules for assigning objects.
* Creating documentation related to project related activities on Sharepoint for Global use.
* Basic technical related activities for understanding customization done on standard Business Functions, IV applications and UBE’s.

**2. Company:** *Manufacturer and provider of specialized equipment in U.S*

**Project:** Upgrade from XE to E 9.1

**Modules:** SCM, Advanced Pricing, Service & Warranty Management, Manufacturing modules.

**Role:** Lead Functional Consultant. (July 2012 – Dec 2012)

**Assignment Description**

* Upgrade project from XE to E9.1
* Lead Functional consultant for testing Distribution & logistics, Advanced Pricing, Service/Warranty management and Manufacturing modules.
* Understandings tasks and provide training and understanding on functionality of different modules to the technical team for effective deliveries.
* Functional and Integration testing of objects.
* Attending WebEx sessions with client for understanding customization processes and show demo of the new process whenever created.
* Creating documentation related to project related activities.
* Exposure to basic technical related activities for understanding customization done on standard Business Functions, IV applications and UBE’s.

**3. Company:** *Worldwide leader in comfort.*

**Project:** POC on BsSv for Service/ Warranty Management and Sales & Distribution on E9.1

**Modules:** Service/ Warranty Management and Sales & Distribution.

**Role:** Solution Architect & Functional Consultant (June 2012 – July 2012)

**Assignment Description:**

* Understanding the complete functionality of Service/ Warranty Management used.
* Setup and configuration of E1 user security necessary to execute POC from sample user sign-on
* Documentation related to the deliverables that describes the solution in details
* Summary document that describes potential issues, risks, alternatives, benefits, and recommendations associated with POC
* Overview presentation after completion of POC to Customer
* Coordinate with the technical team in order to explain the functional requirements

**4. Company:** *Leading Cement Company - Canada*

**Project:** Distribution Support

**Modules:** Sales Order Management, Inventory Management, Procurement, Advanced Pricing & Address book master.

**Role:** Solution Architect &Functional Consultant (Aug 2011 – March 2012)

**Assignment Description:**

* Support to Distribution Modules for North America region.
* Issue resolution by providing solution to end users.
* Providing solutions in stipulated time.
* Creating RFC for issue resolutions
* Conduct unit testing and integration testing.
* Documentation of customized processes.
* Configuration of JD Edwards Applications.
* Coordinate with the technical team in order to explain the functional requirements.

**5. Company:** *Leading Entertainment Company in the U.S*

**Project:** Implementation of Sales order module & EDI Interfaces with Third Party Software.

**Modules:** Sales Order Management, Inventory Management, Procurement, Advanced Pricing & Address book master.

**Role:** Solution Architect &Functional Consultant (June 2010 – June 2011)

**Assignment Description:**

* Understanding the complete functionality of the Third Party Software to be integrated with JDE 8.12.
* Analyze JDE customization and implement process changes.
* Creating Business flows for complete Sales process and getting sign off from customer.
* Implement & Test the complete Sales process including Advanced Pricing.
* Interface for Purchase Inbound & outbound, Inventory Inbound & outbound, Sales Inbound and Address book outbound.
* Interfaces created through EDI processes.
* Finalizing integration point for EDI processes for all the interfaces.
* Creating Techno - Functional specifications for interfaces and Functional specification for Sales process.
* Perform Unit testing & Integration testing.
* Deliver JDE Services – production support, development and system stabilization
* Co-ordinate the workflow among team members
* Adhere to L&T InfoTech’s quality process

**6. Company:** *Internal*

**Project:** Oracle Business Accelerator.

**Modules:** Sales Order Management, Inventory Management, Procurement & Address book master.

**Role:** Lead Consultant (Feb 2010 – May 2010)

**Assignment Description:**

* Foundation Setups of Company.
* Implementing of India Localization
* Preparation of test cases, schedules and test scripts.
* Conduct unit testing and integration testing

**7. Compan**y- *Leading Danish Medical Equipment manufacture*

**Project:** Upgrade & Roll Out of JD Edwards Enterprise One 8.12

**Modules:** Sales Order Management, Inventory Management

**Role:** Functional Consultant (Jan 2009 – Feb 2010)

**Assignment Description:**

* Handling Sales including Advanced Pricing, Inventory Modules of S&D suite
* Functional analysis and Implementation of JD Edwards – Enterprise one 8.12.
* Preparation of test cases, schedules and test scripts.
* Conduct unit testing and integration testing.
* Maintaining Project Archives and Details.
* Studying the requirement of Clients.
* Documentation, Setting Business Rules
* Configuration of JD Edwards Applications.
* Given support to Post Go-Live Phase of the Project.
* Worked on writing test cases for the related modules.
* Executed the test cases.
* Actively participated in preparing/executing the test data for each business scenario
* Involved in UAT testing and supported the production issue
* Interacted with the business consultants and development team onsite for business requirement gathering and clarification.
* Coordinated with the technical team in order to explain the functional requirements.

**8. Compan**y- *Leading Danish Medical Equipment manufacture.*

**Project:** Integration of JDE Xe and EnterpriseOne 8.10 & 8.12

**Modules:** Sales Order Management, Advanced Pricing, Inventory Management, Logistics.

**Role:** Functional Consultant (Sept 2008 – April 2009)

**Assignment Description:**

* Study their current business process & business model
* Map their current user requirements with JDE capability.
* Analyzing business requirements and fitting the operations in JDE Xe at France with EnterpriseOne 8.10 earlier & 8.12 currently at Denmark
* Suggest JDE customization and process changes if there is any in Quality control.
* Preparing project plan for finalizing the interface requirement & Mapping of the process with TO-BE processes
* Finalizing integrating points for data conversion from Xe to 8.10 & 8.12 and vice-versa
* Preparing a cut over strategy for smooth go-live in Feb, 2009
* Documentation, Setting Business Rules

**DOMAIN WORK EXPERIENCE**

Dec 07 – June 08 **Praxair India Pvt. Ltd.**

**Roles & Responsibilities**

Sr. Executive (Bulk Sales) –

* Repeatedly maximizing the operating profits by giving alternative required for manufacturing.
* Tapping of new projects by meeting Project Management Consultants, Project managers, Production Managers and Maintenance managers for increasing of volumes by new developments.
* Making of EA, IRR and EMI Models for every customer to understand whether the proposal and the project are beneficial.
* Managing of yearly Budgets allotted every year through new business development and executing the entire project which includes
* Project costing and techno commercial submittals.
* Analyzing of EA, IRR and EMI Models
* Implementation of various project related activities using JD Edwards 8.10

May ’06 – Dec’07 **Godrej & Boyce Mfg. Ltd**

**Roles & Responsibilities**

Sr. Executive: Projects & Retail –

* Handling a territory of Maharashtra (excluding Mumbai) & Goa
* Market analysis
* Meeting Project Management Consultants, Project managers, Architects for Project orders.
* Presentations to Institutional Customers and Government organization
* Project Execution which includes:
* Project costing and techno commercial submittals.
* Successful completion of projects.
* Channel Management which includes:
* Handling a channel partner of a size of around 50 distributors.
* Training and development of channel partners and their sales team towards sound comprehension of product knowledge.
* Developing account specific strategies with Channel Partners to maximize business opportunities in Institutional and Government accounts.
* Sales Target to individual channel Partner & monitoring them every fortnight.
* Maximize overall Customer Satisfaction
* Proven success in exceeding sales targets and goals.

Dec ’05 – April’06 **Consolidated Hoists Pvt. Ltd**

**Roles & Responsibilities**

Design Engineer –

* Design, calculate & estimate the mechanical & structural components of Overhead Cranes & Hoists as per the requirements of the customers
* Meeting Project Management Consultants, Project managers for discussing Project orders.
* Project costing and techno commercial submittals.
* Issue of Work orders to the manufacturing team.
* Guiding the draftsmen and correction of the AutoCAD drawing

**ACHIEVEMENTS**

* Bagged the single largest order for lab equipments ( Rs 1.75 crore) in 2006
* Established critical partnerships with high-level leaders in the sector which included National Chemical Laboratory & National Institute of Virology
* Increased brand recognition and product placement in the Maharashtra & Goa that helped to increase revenue by about 150% from 2006 to 2007.
* Added 4 new channel partners in Vidharba & Goa.

**SKILLS AND ACTIVITIES**

* Application software: MS Office, MS Excel
* Packages/Application tools: JD Edwards Enterprise One 8.10,8.12,9.0, 9.1

**PERSONAL DETAILS**

Marital Status : Married

Date of Birth : 13th December 1982

Permanent Address: : 668/1-B, Bhagyanagri Society, Bibvewadi, Pune 41107