



P. Raghu Vamsy Associate Consultant

Highly motivated and results-driven Associate Consultant in the IT industry. In search of a challenging role in Consulting, with a focus on Supply Chain Management or Market Research.

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Core Competencies

- Supply Chain Management
- Market Research
- Process Re-engineering
- Statistical Analysis
- Business Intelligence
- Process Excellence
- Requirement Gathering
- Business Process Analysis
- Project Management

Soft Skills



Profile Summary

- Leveraging **2 years** of experience as an Associate Consultant in the IT industry, with a focus on optimizing supply chain processes and leveraging data analytics for informed decision-making.
- Currently working as, an **Associate Consultant**—with experience of working on various **Oracle** offering such as Fusion Order Management track on an implementation project of a US based Adhesive Manufacturing Company and Pre Sales.
- Actively contributing to Infosys by **supervising end-to-end functional processes** and fostering seamless collaboration across diverse teams.
- Displayed expertise in spearheading **successful sales order conversions** and fostering **cross-functional collaboration** to seamlessly integrate systems and meet reporting needs.
- Extensive experience in effectively **gathering requirements and aligning stakeholder expectations** to drive successful project outcomes.
- Possess excellent communication and interpersonal skills displayed in the skill to **effectively interact with the clients** and **adjust/coordinate with the needs of stakeholders**.

Academic Details

- MBA (Marketing)** from K J Somaiya Institute of Management, Mumbai, in 2022 CGPA: 8.09/10
- B.E. (Mechanical)** from Yeshwantrao Chavan College of Engineering, Nagpur, in 2018 CGPA: 6.68/10
- Higher Secondary** Certificate from St. Patrick's Junior College, Hyderabad in 2014 Percentage: 76.5%
- Secondary School** Certificate from Delhi Public School, Bhilai in 2012 Percentage: 89.35%

Work Experience

Associate Consultant Oracle SCM - Infosys Secunderabad

June 2022 till present

Key Result Areas :

- Coordinating with multiple integrations and cross-functional teams to ensure seamless end-to-end functional processes.
- Leading Sales Order Conversions activity for Mexico, its Analysis, Testing and Implementation from client's current system to Oracle.
- Leading the successful execution of sales order conversions, resulting in improved operational efficiency and customer satisfaction.
- Fostering cross-functional collaboration to fulfill integration and report requirements to ensure smooth operations.
- Gathering requirements and aligning them with stakeholders for successful project completion.
- Preparing training materials and generating Advanced Excel reports based on client requirements.
- Conducting extensive market research on client requirements, providing valuable insights for client meetings and contributing to informed Decision making.

Significant Achievements:

- Anchored RFPs valued at 300K from a total deal value of approximately 35,000K USD, showcasing strong negotiation and Advanced presentation skills.
- Received **SkillTag** from Infosys for successfully completing multiple certifications within a given time span.

Certifications

- ❖ Oracle Order Management Cloud (Order to Cash) Implementation Professional March 2022
- ❖ Oracle Inventory Cloud Implementation Professional January 2023
- ❖ KPMG Certified Six Sigma Green Belt October 2020

Technical Skills

- ❖ Oracle Fusion Order Management
- ❖ MS Office

Internships

Marketing and Product Development Intern- Frippe Bangalore June 2021-October 2021

Key Result Areas :

- Brainstormed and developed packaging and marketing strategies for product launch.
- Conducted extensive research on the frozen food products industry, competitors, and consumer behavior.

Institutional Sales and Market Research Intern -Haldirams Nagpur May 2021-July 2021

Key Result Areas:

- Devised and monitored processes to boost long-term business success.
- Acquired customers through effective communication and exemplary interpersonal skills.
- Conducted market research on the vending machine industry and consumer behavior.

Significant Achievement:

- Helped in increasing the profit margins by 7% by suggesting measures to improve efficacy.

Achievements

- Led a team of **15 members** as Corporate Outreach Head in the Guest Lecture Committee at K J Somaiya Institute of Management 2021.
- Completed the first stage of the musical exam in keyboard instruments. 2005.

Personal Details

Date of Birth: 28th March 1996

Languages Known: English, Hindi, Telugu, Marathi

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