

Nikita Moharir

Curriculum Vitae

Leadership and Position of Responsibility

2012–2013 **Marketing Manager**, *Aarohi*, Cultural Festival.

Detailed achievements:

- Lead a 3 tier team of 150 students in to raise a sponsorship of worth 20Lakh (15 percent y-o-y)
- Cultral nite focusing on the local crowd to doante the money to charity 80per cent
- Conceptualized Pro-show to attract crowd pullers keeping entry free for college students

2011–2012 **Finance and Marketing Manager**, *Axis*, Techfest.

Detailed achievements:

- Lead a 2 tier team of 75 students to raise a sponsorship of worth 35L (13percent y-o-y)
- Extracted in android workshops

2010–2011 **Operations Manager**, *Junior Scientist*, Techfest.

Detailed achievements:

- Conceptualized a new event Catpulticon for the class (8th to 12th),for the first time in NIT Nagpur.

2010 **Team Leader**, *Outward Bound Trek*.

Detailed achievements:

- Lead team of 50 members in the Fa-Konda Trek to an altitude of 12600ft, it included activities like Leadership development,Nature orientation,Zorbing,Glissading.

2004 **Team Co-ordinator**, *Outward Bound Trek*, Himalayan Excursion.

Detailed achievements:

- Co-ordinated a team of 35 members in the Dayara-bakriya Pass-Gangotri to an altitude to 9000ft, it included activities like Leadership dedvelopment, White water Rafting,Trekking,glissading.

Work Experience

2013–Present **Application Engineer**, *Oracle India Pvt. Ltd.*, Customer Relationship Management,Fusion Prodeuct.

Details of the product:

- Oracle offers a complete and integrated CRM solution that breaks down silos to deliver a seamless customer experience across marketing, sales, commerce, service, social, and configure, price, and quote (CPQ).
- Oracle Fusion Customer Relationship Management is part of Oracle Fusion Applications, which are completely open, standards-based enterprise applications that can be easily integrated into a service oriented architecture.
- Oracle Fusion Customer Relationship Management (CRM) is a modular suite of CRM components designed to work as a complete sales solution or as modular extensions to your existing CRM applications portfolio.

Detailed achievements:

- Successfully designed and implemented Products features for Fusion CRM.
- Enhanced implementation of merging of duplicate records which are specified by the customer using End User Merge UI, FUSE UI and EUM Web Services that also need automated processing
- Enabled Resolution and merge processes for Duplicate records in the client database,
- Included dependencies on manual selection or setting masters according to master rules defined by the user.

Technical Skills

Management Courses **Intermediate:**, Supply Chain and Inventory Management.

Programming Languages **Basic:**, JAVA, C/C++, PL/SQL, Perl.

Frameworks **Intermediate:**, ADF(Oracle Application Development Framework).

Education

2009–2013 **B.Tech in Chemical Engineering**, *NIT Nagpur.*
GPA – 8.4

2006–2008 **Class XII**, *Shivaji Science College.*
Score–85.5/100

2005–2006 **Class XII**, *Center Point School.*
Score–91.8/100

Extra-Curricular Activities

2014 Secured 1st position representing Oracle in corporate Table Tennis event

2014 Secured 1st position representing Oracle in corporate 8 ball Pool event

2014 Secured 2nd position representing Oracle in corporate Badminton event

Areas of interest

Product evolution, Organizational work, Communication skills, Operational capabilities, work prioritization