



Walker Oneill

Senior Lead, Oracle Order Management

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SUMMARY

Senior **Oracle Order Management** functional leader with 14 years delivering **Oracle EBS R12** solutions across industrial, distribution, manufacturing, and **customer service** operations. Leads Order Management, Advanced Pricing, Quoting, Configurator, Shipping, and **order to cash** initiatives from requirements through configuration, prototyping, testing, training, rollout, and production support. Has directed more than three Oracle OM and Advanced Pricing implementations, with over eight years leading CRP, SIT, and UAT sessions, defect resolution, business signoff, and leadership reporting. Brings practical command of Oracle AIM, MD50, CV55, BR100, customer conversion, sales order conversion, and cross functional dependencies across WIP, Inventory, ASCP, and WMS. Builds trust with business users and technical teams by clarifying choices, simplifying processes, and connecting Oracle capabilities with customer service, pricing, sales, shipping, and operational goals.

EXPERIENCE

Senior Lead, Oracle Order Management

Apex Industrial Systems 📅 May 2021 - Present 📍 Milwaukee, WI

Leads Oracle EBS R12 **Order Management** strategy across customer service, pricing, sales, shipping, and order to cash operations. Owns rollout delivery, conversion decisions, test governance, **process simplification**, stakeholder alignment, leadership reporting, and team mentoring across multiple operating locations.

- Directed three OM and **Advanced Pricing** rollout waves through configuration, Quoting, **Configurator**, and Shipping delivery
- Led CRP, SIT, and UAT governance with defect triage, signoff tracking, and **leadership reporting**
- Authored AIM deliverables including MD50, CV55, and BR100 documents for controlled implementation decisions
- Reconciled customer and sales order conversions with technical teams, protecting Inventory, WIP, ASCP, and WMS dependencies
- Mentored functional and technical colleagues through simplification workshops aligned with standard Oracle processes
- Connected pricing, sales, shipping, and customer service requirements with practical **Oracle EBS R12** designs

Oracle OM Functional Lead

Great Lakes Motion Components 📅 January 2018 - April 2021 📍 Waukesha, WI

Served as functional lead for Oracle OM and Advanced Pricing implementation across manufacturing and distribution operations. Directed configuration, conversion design, testing, training, documentation, and cross functional coordination for dependable order processing and user adoption.

- Configured order types, pricing structures, shipping flows, **Quoting**, and Configurator behavior from approved requirements
- Led **CRP**, SIT, and UAT sessions, converting validated gaps into clear **functional designs**
- Developed AIM documentation and conversion specifications for customer and sales order migration
- Coordinated Inventory, **Shipping**, WIP, WMS, and ASCP designs across end to end order processing
- Delivered training and **support procedures** that gave **customer service** teams repeatable Oracle workflow guidance
- Partnered with end users during testing, building confidence in new pricing and fulfillment processes

Senior Oracle Order Management Analyst

Midwest Drive Technologies 📅 August 2015 - December 2017 📍 Madison, WI

STRENGTHS

- 💬 **Business translation**
Turned customer service concerns into workable Oracle designs, and business users gained confidence during testing.
- ✅ **Test leadership**
Led CRP, SIT, and UAT sessions through difficult decisions, helping teams reach clear signoff.
- ⚙️ **Process simplification**
Used simplification workshops to remove unnecessary steps, giving teams smoother daily order workflows.
- 👥 **Team mentoring**
Supported functional and technical colleagues on complex delivery work, becoming a trusted sounding board.
- 🔗 **Cross functional thinking**
Connected OM decisions with Inventory, WIP, ASCP, and WMS impacts before issues reached production.

SKILLS

Order Management

Advanced Pricing Quoting

Configurator Shipping Oracle AIM

CRP SIT UAT Data conversion

Process simplification

Requirements analysis Prototyping

Testing Mentoring

LANGUAGES

English	Native
Spanish	Beginner

MY CAREER



- Senior Lead, Oracle Order Management at Apex Industrial Systems (5.3 Years)
- Oracle OM Functional Lead at Great Lakes Motion Components (3.2 Years)
- Senior Oracle Order Management Analyst at Midwest Drive Technologies (2.3 Years)
- Oracle EBS Functional Analyst at Prairie Manufacturing Applications (3.1 Years)

- Supported **Oracle EBS R12 Order Management**, Advanced Pricing, Quoting, and Shipping for industrial customer service operations. Combined requirements analysis, configuration testing, data review, stakeholder workshops, and release documentation to improve order capture and fulfillment decisions.
- Designed pricing, order capture, fulfillment, and exception changes, then tested approved configuration updates
 - Facilitated requirements workshops and prototype reviews with sales, **customer service**, IT, and operations
 - Executed **SIT** and **UAT** cycles, tracing defects across OM, Inventory, Shipping, and related integrations
 - Analyzed order and pricing data to identify recurring issues and recommend process changes
 - Produced functional documentation, training materials, and **support procedures** for controlled production releases
 - Translated business concerns into practical Oracle options during cross functional design discussions

Oracle EBS Functional Analyst

- Prairie Manufacturing Applications 📅 June 2012 - July 2015 📍 Green Bay, WI
- Configured and supported **Oracle EBS R12 OM** processes under senior functional leadership for manufacturing order workflows. Built requirements, prototypes, test materials, conversion validation, and dependency knowledge supporting reliable implementation delivery.
- Built requirements and prototypes for order entry, pricing, customer data, and **shipping** enhancements
 - Prepared test scripts and supported CRP, SIT, and UAT execution with business users
 - Documented **MD50** style functional designs while applying **Oracle AIM** practices to delivery work
 - Validated customer and sales order conversions by reconciling source records with Oracle outputs
 - Mapped **Inventory**, **WIP**, Shipping, WMS, and ASCP dependencies affecting order fulfillment
 - Created training content and support guidance for controlled Oracle EBS production changes

PROJECTS

- Oracle Order to Cash Simplification** 📅 2024
- Simplified customer service, pricing, shipping, and order conversion workflows through standard Oracle EBS R12 capabilities. Analysis connected business needs with practical configuration choices and clearer support procedures.
- Advanced Pricing Rollout Governance** 📅 2023
- Coordinated rollout governance across CRP, SIT, and UAT, giving business users a clear path from requirements through validated pricing and order management outcomes.

LEADERSHIP & AWARDS

- Recognized by operations leadership for guiding three Oracle OM and Advanced Pricing rollout waves.
- Selected to mentor functional and technical team members during cross functional Oracle delivery work.
- Trusted by business users to translate complex Oracle choices into practical process decisions.

EDUCATION

- Bachelor's Degree in Computer Science**
- University of Wisconsin Milwaukee 🎓 GPA: 0 📅 2012 📍 Milwaukee, WI
- Coursework:** *Systems analysis, database systems, software engineering, business process analysis*

CERTIFICATIONS

- Oracle E Business Suite Order Management Foundations 📅 2023
- Oracle E Business Suite Advanced Pricing Learning Path 📅 2024

TECHNICAL SKILLS

- **Oracle Applications:** Oracle EBS R12, Order Management, Advanced Pricing
- **Order Fulfillment:** Quoting, Configurator, Shipping
- **Oracle Documentation:** AIM, MD50, CV55, BR100
- **Testing Methods:** CRP, SIT, UAT
- **Manufacturing Applications:** WIP, Inventory, ASCP
- **Warehouse Systems:** WMS, shipping execution, inventory control
- **Conversion Design:** Customer conversion, sales order conversion, reconciliation
- **Delivery Methods:** Requirements, prototyping, configuration
- **Release Support:** Training, support procedures, production releases
- **Process Analysis:** Data analysis, process simplification, business requirements

PROFESSIONAL AFFILIATIONS

- Oracle user community participant focused on Order Management, Advanced Pricing, and implementation practices.
- Professional mentor supporting functional analysts and technical colleagues across enterprise applications delivery.

ADDITIONAL INFORMATION

Work Status : Authorized to work in United States. No sponsorship required.

REFERENCES

AVAILABLE ON REQUEST