**SUMMARY**

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**CORE COMPETENCY**

**Managerial**

- Strategic and Tactical Planning - Pre Sales/ Business Development

- Delivery Management - Relationship Management

**Functional expertise**

- Effort & Cost Estimation - Project Scheduling & Resource loading

- Project Charter and Kick off - Technology, Design validation

- Project Execution and Monitoring - Co-ordination and Communication

- Process Improvement - Quality Assurance & Compliance

- Metrics and Measurements - Defect prevention

**Domain exposure**

- Inventory Management & Logistics - Manufacturing

- Internet Advertising - eLearning

**Technical exposure**

BI-DWH Tools: Informatica, IBM Datastage, SSIS, SSRS, SSAS, Cognos, Business Objects,

MicroStrategy, Qlikview, Pentaho, Talend , SPSS

Databases: ORACLE, MS SQL Server, SYBASE

Languages & Tools: SQL, PowerBuilder 5.0, Developer 2000, VB 6.0, MS Project, UML

ERP: Core 8.1, Up-crest 2.0

**CAREER HIGHLIGHTS (Key Roles played and responsibilities)**

**Director**

* Spearheading strategic leadership for various business functions i.e. Business Development, PreSale, Partnerships, Infrastructure and Security, Finance, HR and PMO
* Exploring potential business avenues & managing operations for achieving business growth and profitability.
* Achieve operational excellence by planning and delivering against the target set by the organization related to account contribution, customer satisfaction, cost optimization etc.
* Ensure delivery excellence of the projects on the parameters like On-Time Delivery, First-Time-Right, meeting client quality expectations and within planned budget.
* Conducting overall risk analysis, planning & risk mitigation; developing Business Continuity Plan to anticipate risk & guards against business disruption in case of unforeseen events.
* Maximizing customer satisfaction level, handling customer grievances, providing efficient services and resolving issues while maintaining the minimum turn-around time.
* Client relationship management, coordination and communication.
* Act as an interface between the teams, client and senior management
* Planning KRAs for the team, monitoring their performance. Appropriately recognizing team contribution for their performance through appraisals.

**CoE (Center of Excellence) Head**

* Involved in conceptualization, formation and setting-up a “**Business Intelligence** Center of Excellence”.
* Planning and driving CoE Competency building, Knowledge components building
* Planning and driving Account mining and Business development Campaigns for CoE
* Design Proposals, conduct techno-commercial presentations and prepare cost estimate for new business development /opportunity.
* Drive vertical collaboration for CoE. Work with functional experts from various verticals to develop vertical analytics knowledge components, and resourcing.

**Business Analyst**

* Planning and Coordination of the business process modelling exercise
* Stakeholder Management i.e. Product Management, Program Management, Support, Business SME’s , Technology experts and Sales.
* Documentation and review of Process Maps, Use case, Requirements Traceability and Software Requirement Specification documentation.
* Impact analysis and detailed documentation of functional and non functional requirements
* Maintain the central repository of documentation

**KEY ACCOUNTS MANAGED**

* DealerTrack Inc., New York, Dallas, Sacramento, Groton US
* 123 Insight Ltd., Southampton, UK
* Beltmann Integrated logistics, Chicago, US
* Digital Persona Inc., San Francisco, US
* New Era (formerly Editure), Melbourne, AUS
* MicroStrategy Inc., US
* JM Family Software services, Florida, US
* Allegiance Inc., Utah, US
* ATMMS Inc., San Francisco, US
* Lascar Ltd., UK
* Organization of CoE Inc., Washington DC, US
* Assurant Employee Benefits (formerly FORTIS EBI Inc.), Kansas City, US
* General Electric Financial Assurance (GEFA), Richmond, US
* General Electric Asset Management (GEAM), Stamford, US
* GE Insurance Holdings, UK
* Open Sesame Pte. Ltd., Singapore
* Roplast, Siroplast, Mahindra group, Pune
* Mastushita, Ranjangaon

**EXPERIENCE**

* IncubXperts Technologies, Inception Nov 2016
* Genius Minds Consulting Services, Jan 2015 to Nov 2016
* Cybage Software Pvt. Ltd., May 2005 to Dec 2014
* Patni Computers Ltd, Dec 2000 to Apr 2005
* Anand ERP India Pvt Ltd , Aug 1998 to Nov 2000
* StartUp IT companies Mar 1996 to Jul 1998
* Teaching at Tata Unisys, DataPro
* Non IT, Intertec Electronics

**PROFESSIONAL QUALIFICATION**

* Project Management Professional certification by PMI
* Emerging Leadership certification by SILC
* Social Entrepreneurship by SILC
* Certified Trainer for ‘Train the trainers program’
* Internal Auditor CMMi Level 5.0

**ACADAMICS**

* PhD (Nagpur university) for the subject ‘Role of information system in the decision making process in SMB industries’
* Master in Computer Management, University of Pune, India with Distinction