



Mohamed Salim Sait
Co-Founder & Managing Director,
Znifa Technologies Private Limited
Chennai, India

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EXPERIENCE SUMMARY:

- Strategic, focused, and business oriented leader with 23+ years of experience in information technologies. Experienced in leading and managing People, Process, Technology and Financials using technology, proven methodologies, process and innovative best practices
- A Visionary with strong Business Acumen, Result Driven Leader with an outstanding record of delivering complex technology and system integration projects on time and within budget.
- Delivering large engagements in Data Science, ERP, Infrastructure, BI Web and Legacy technologies for fortune 100 companies across the globe.
- Worked with wide spectrum of industries from Energy, Manufacturing, Banking & Financial and Entertainment.
- A core 15 years of experience in handling ODC relationships at various managerial levels
- Handled \$24M USD IT Services LOB with complete P&L responsibility
- Proven track record of leading teams of size 400+ and creating strong professional relationships with various clients in North America, Europe and APAC.
- Excellent knowledge on key metrics GDC and Vendor Management
- Anchored the presales team and handled large RFP, RFI and defined solution offerings
- Solid management skills, capable of motivating individuals to maximize levels of productivity, while forming cohesive team environments are my strengths.
- Heading projects across ERPs (Oracle, PS, SAP), Data Science BI (DW, Analytics, Big Data), Web technologies (Microsoft, Sun), Legacy (AS/400, MF), Client Server (VB, PB), Infrastructure Management, Verification and Validation engagements, Enterprise Asset Management with IBM Maximo
- Business Process Mapping with Aris
- Passionate about training, mentoring and motivating the team

PROFESSIONAL ACHIEVEMENTS

Company: Znifa Technologies Private Limited (From Jun'2017)

Designation: Director – Co-Founder and Managing Director

Co-Founded Znifa Technologies Private Limited along with his friend and colleague from Capgemini. His long-term vision of uplifting the rural educated population, Znifa started its journey with Rural ePUBLISHING BPO from Dindigul and IT Services offerings from Chennai.

Znifa Technologies with deep understanding of domain and technologies offers services that integrates latest technology with client business. Znifa, started its journey with strong management having couple of decades experience IT Industries and deep domain expertise to

transform IT from being just the enabler but to drive business outcomes. In collaboration with its client, Znifa creates and delivers technology, consulting and digital solutions to enable them to achieve their goals and stay ahead in the market place

With the excellent understanding and evaluation of IT across the globe, Znifa offers unique solutions with their proprietary delivery model “Optimize”

“Synergism” is the key driver for Znifa to collaborate with its client and succeed together. In rapid changing technical and competition landscape it is very important to be vigilant and adopt the change and continue to excel in their core business, with Znifa’s expertise, your business goals are within reach.

“Synergism” framework built on 4 pillars Align, Identify, Mitigate and Optimize to achieve the goal of the client business.

Company: Capgemini (legacy IGATE) (Jan’2014 – Jun’2017)

Domain: Manufacturing – NRCS (Natural Resources, Chemical and Services)

Designation: Director – Delivery Head for Natural Resourcing, Chemicals and Services

Vertical for North America

- Currently heading NRCS SL delivery since Jan 2016.
- Headed LOB with large accounts in Resourcing, EPC and D&L industry with Revenue target of \$58M for 2015 spread across all the Service Lines
- Heading Maximo initiative across MDL vertical
- Managing relationship with one of largest truck leasing company as account manager for last 10 years and continue to be in single largest vendor
- Heading Solution team for the sub vertical
- Familiar with MES, EAM, Plant Operations, SCM, Fleet Management, Transportation Management, WMS etc.,

Company: IGATE Global Solutions (May’2011– Dec’2014)

Domain: Banking and Financial Services

Designation: Director – IT Delivery – Delivery Head for NBFC of Fortune 100 Conglomerate in North America, Europe and Asia

- Handled large account for one of Fortune 10 customer’s financial division for North America, Europe and APAC regions with 400+ headcount across wide spectrum of sub domains in Non-Financial accounting domain viz., Leading, Leasing, Factoring, Working Capital Solutions and Collections
- Developed Collections and Factoring for IGATE platform based on the knowledge in managing these platform for customer over 7 years
- Successfully established Open Source Initiative and Sox COE
- Achieved a growth of \$18.5M in 2013 and \$23.6M in 2014 on key Financial Services Company
- Achieved a growth of 2.5M USD for a Leasing customer from 500k
- Improved the Delivery Margin to 34% from 30%
- Consistent CSAT score of >75% in all quarters
- Achieved high level of quality of deliverables with 99% of SLA
- My GE experience has ingrained an expertise to build a delivery organization right from ground up into a large scale GDC with multi hundred resources and multi million business

Company: IGATE Global Solutions (Aug'2007 – Apr'2011)

Domain: Distribution, Transportation and Energy

Designation: Group Project Manager for Distribution, Energy and Transportation accounts for Fortune 100 Conglomerate

- Handled large account for one of Fortune 100 customer's Energy and Transportation accounts with 250+ Headcount
- Automated the security code review and secured steady stream of revenue
- Complete Business process mapping developed and suggested improvement areas for Leading Truck Leasing customer.
- Built BI Practice with Cognos and BO to support engagement for leading Rail Road customer
- Built Oracle DBA and AS/400 capabilities
- Driven Six Sigma methodology adoption in project execution and process integration

Company: Mascot Systems (Apr'2002– Aug'2007)

Domain: Commercial Finance, Media and Entertainment, Aircraft Engines

Designation: Project Manager

For BFSI (Commercial Finance) and Entertainment (NBC Universal) domain for Fortune 100 Conglomerate

- Expanded our presence in Commercial Finance, Lending, Strategic accounting management and BI area
- Built this new account for fortune 100 conglomerate in media and entertainment space from 5 to 70 in 2 years and expanded in all division in customer IT organization
- Part of enterprise architect team built standard, development methodologies, process for IT division
- Key engagement like Election (US election online), Event Management System, Olympics online system etc.
- Headed Aircraft Engine account with complete P&L responsibilities

Company: Mascot Systems (Sep 2000– Apr'2002)

Domain: Commercial Finance, Medical System

Designation: Technical Lead

- Module leader for the one of the large engagement Strategic Asset Management, Portfolio Management Report.
- Involved in Requirement Gathering, Designed and development for Field Accounting System for Commercial Finance Japan
- Designed and developed survey management for GE Yohohama Medical system, Japan

Key Contribution in IGATE Engagements

- Key contribution for CMM-i L5, CMM L5 from a middle management perspective
- I have played the pivotal role in the growth of all the above mentioned engagements through my execution excellence, willingness to take risk, people management skill, persistence and innovative approach and relationship building
- I have a specialized competence in leveraging offshore. I can take up large transitions, build a complete road map for the engagement model with SLA's clearly defined, DRP BCP Plans embedded and with clear commitment of business benefits and customer CTQs

Company: HCL Info Systems (May 1997 to Sep 2000)

Domain: Banking and Financial

Designation & Hierarchy: Consultant reporting to Project Manager

- Module leader for Leasing Solution developed for Upasana Finance
- Deployed at customer location in Malaysia. Developed complete billing automation for Malaysian local body in D2K. Developed Trade Finance Solution for Multipurpose Bank, Malaysia in Pro*C
- Designed and developed complete Financial Solution with GL, AP, AR and Fixed Asset applications for BSNL Commercial Bank in Malaysia.
- Completed J2EE certification and automated billing process for HCL Infosystems

Company: Polaris Software Lab (May 1996 to Apr 1997)

Domain: Banking – Credit Card Division

Designation & Hierarchy: Systems Analyst

- Module Leader for Account Fulfilment Unit (AFU), the complete processing of credit card applications. The process starts from Application completeness check, address verification, credit scoring based on the details provided by the customer, card embossing and dispatch.
- Developed Y2K automation tool which converts the entire date format across the entire Pro*C programs. This tool was received very well by Citibank IT Management and used across all the screens for the conversion.

Company: Computer Power India Ltd., (Apr 1993 to Apr 1996)

Domain: Automobile, Banking

Designation: Systems Analyst

- Designed and Developed Integrated Sales, Service and Spare product for Automobile dealership and implemented for TVS Suzuki, Tata Motors (VST), M&M.
- Designed and Developed Hire Purchase Application and implemented in Kohinoor Finance, Citadel Financial services
- Designed and Developed Sales Management system for Malpani Enterprises (Hindalco Dealer)
- Designed and Developed Financial Accounting System implemented and integrated with Dealership Management, Hire Purchase and Sales system and implemented for all the customers mentioned above. Implemented standalone as standalone Financial accounting system for Mukund Finance
- Involved in complete operation management and pre-sales and expanded the business across all the TVS Suzuki, Tata dealers across TN and Karnataka.

CONTINUOUS LEARNING :

- M.Sc., (Psychology) Completed on Jan' 2016
- Diploma in Acupuncture Science Apr' 2012
- Currently doing Diploma in Islamic Banking in Online Islamic University
- Course completed
 - Data Science and Analytics Overview
 - Introduction to Data Science
 - Data Visualization Fundamentals
 - Leading with Emotional Intelligence
 - Strategic Human Resource

AWARDS AND ACHIEVEMENTS

- Winner of Prestigious 24 Carat CEO Team Award for 2011 for extraordinary performance
- Winner of 18 Carat CEO team award for 2008, 2009

INDUSTRY RELATED MEMBERSHIP

- Member of Project Management Institute, Chennai Chapter.
- Member of SPIN Chennai Chapter.
- Member of Madras Management Association, Chennai.

OTHER KEY CONTRIBUTIONS

- Designed and conducted Functional Point Analysis workshops for the project managers in IGATE
- Designed and conducted Requirement Engineering, Test Management, QMS workshops for the Project Managers & Sr. Project Managers in IGATE

KEY MENTORSHIP PROGRAMS ATTENDED

- Leaders to Leaders, CEO mentorship, External training program in leadership by IGATE
- Six Sigma GB Certified and Designated BB
- Certified Internal Auditor
- Certified Trainer of Performance management programs at IGATE
- CG EM trained

PERSONAL DETAILS

Date of Birth : 25 May 1968

Nationality : Indian

Qualification : Master of Computer Applications - Annamalai University 1990-1993 – Regular
: Bachelor of Physics - New College, Chennai 1987-1990 – Regular
: M.Sc (Psychology) – Tamil Nadu Open University – 2015-2016 – Distance Education

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