

Deepak Kumar

IT Consultant, Entrepreneur & IT Enthusiast

er.deepak2011@gmail.com

Summary

As an entrepreneur, I am leading the innovative solutions for our client ensuring appropriate technology usage. I am always open to Identify, exploit, Integrate and leverage new technologies which drive the Business Strategy.

New Technology - It put me in a place where each possible aspect that we can think off to achieve with internet of things.

My major responsibilities covers enhancing client relationships, communication and collaboration by leverage best of our IT Infrastructure, Work closely with Client for solution implementation. I play a vital role in contributing strategic direction of the company identifying the role the specific technology play in future growth. Conduct Pre-sales activities such as presentations for MS Products and Technologies including portal technologies as well as MS Business Intelligence solutions, Identifying Client Requirement and mapping it to products or solution, designing System Integration scenarios and implementation of pilots.

Experience

Executive Director at Softuvo Solutions Private Limited

September 2016 - Present

"Overseeing the Administration"

Being Entrepreneur my major focus to evolve myself with latest trendies and future perspectives of Softuvo Solutions.

By sitting at this position, I have experimented next BOOM of IT industry i.e., IOT and successfully achieved the projects with Raspberry Pi, OpenWRT, BlockChain & Odo

Next, following are in-parallel key Roles:

- Developing a vision and strategic plan to guide the SDLC to team.
- Ensure that the operation of the organization meets the expectations of clients and Funders.
- Oversee the planning, implementation and evaluation of the organization's programs and services.
- Ensure that the programs and services offered by the organization contribute to the organization's mission and reflect the priorities.

- Monitor the day-to-day delivery of the programs and services of the organization to maintain or improve quality
- Establish a positive, healthy and safe work environment in accordance with all appropriate legislation and regulations

Some of the abilities that I possess for work are:

- Ability to manage change and effectively pass on the information down the line to concerned teams for smoother execution
- Ability to match project tasks with opportunities for development so that employee potential is utilized to the maximum
- Ability to make decisions and solve problems to provide an efficient environment for project implementation.

About personal: I love to talk on solutions

Project Manager at Solitaire Infosys Inc

May 2011 - September 2016 (5 years 5 months)

BUSINESS ANALYSIS/ PROCESS ANALYSIS

#Worked across multiple domains, including-Health Care, Telecom, Energy.

#Worked in understanding and capturing business requirements through Forward Engineering and Reverse Engineering.

#Participated in business war rooms to understand requirements ,Designed processes around business proposition and suggested processes to suit their needs

#Interact with business owner to come up with processes for successful execution of the proposition

#Provide process inputs for high level design to the designer

#Worked extensively on Business Process Flows, Context Diagrams, Domain Models, Landscape Diagrams, Use-case Modeling, Use-case Specification document, User Scenarios etc.

#Experience in developing User Scenarios and System

Integration Test Scripts for Testing phase.

PRE-SALES BID MANAGEMENT:

#Served clients in all SDLC stages from Pre-sales (sales closure) till Go live support .

#Creating Business proposals from RFP, Guiding the Presales Team in presales activities, acting as a bridge between the clients & the development team for the Project

#Scoped out requirements while responding to proposals through (RFP and RFI)

Responsible for proposal creation based on RFP and RFI response

#Validating the proposal with internal stakeholders.

#Preparing RFI's, responding to RFI's, Making proposals (responding to RFP's) based on requirements from RFPs.

PRODUCT DESIGNING

This product was aimed at ERP. I was part of core design team that combined Billing and CRM product for the usage of ERP. The aim of the project was to optimize the time to market for ERP's

#Understanding the ERP's Requirements

#Understanding the Billing product in scope

#Understanding and implementing the marketing proposition.

#Understanding the requirements of the project

#Designed the Product and launched it in the market.

Education

Guru Nanak Dev University

Bachelor of Technology (B.Tech.), Computer Science and Engineering, 2007 - 2011

D. N. Model School

1995 - 2007

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[Contact Deepak on LinkedIn](#)