Arun Karnik

#201, Rangavalli apartments, Navodaya colony,
Gudimalkapur, Hyderabad, Telangana, 500028,
091 800 888 753 8, jobs4arunkarnik@gmail.com

Objective

Looking for an exciting opportunity to acquire and share the knowledge with others.

Skills & Abilities

➢ Technical skills including:

- MS Dynamics 365 Finance and Operations
- MS Dynamics AX 2012
- MS Dynamics AX 2009

➢ Industry 4.0 skills including:

- ERP, CRM, IOT, AI, BI, EDM, BC

➢ Enterprise development abilities including:

- Leadership, Management, Market research, IP, GST, HR, Digital Marketing, Quality, SCM, Detailed Project Report preparation

Experience

➢ Partner Consultant at Astringe Infosystems Pvt. Ltd.
➢ Jul 2019 – Present
➢ Donned various roles including Partner Account, Project and Resource Management activities:

- Responsible for managing partner and customer accounts
- Leading project roll-out and Consulting activities
- Hiring new resources and ramping COE tracks
- Driving pre-sales activities for customer acquisition
- Training and mentoring resources

➢ Freelance Consultant
➢ Aug 2018 – Jun 2019
➢ Work from Home and occasionally providing Consulting visits to the Client place as required:

- Part-time consulting and project roll-out

Arun Karnik

- Training and mentoring resources
- Providing assistance in adoption and integration of Information and Communication Technologies (ICT)

- ➢ Senior Analyst, Robert Bosch Pvt. Ltd.
- ➢ Apr 2016 – Aug 2018
- ➢ Deputed as a Special Point of Contact (SPOC) at the Client place, I was responsible for:
  - Managing and co-ordination of Offshore and Client meetings
  - Gathering information from Client and validating them before passing on to Offshore leads
  - Assisting in Conflict resolution and utilization of resources efficiently
  - Handling Pre-sales activities and enabling Sales team to explore various markets
  - Securing additional business opportunities including Code upgrade & Data upgrade activities
  - Ensuring effective communication with Senior management team
  - Motivating project team to handle pressure
  - Recognizing top performers for reward program
  - Resolution of Client queries and troubleshooting issues
  - Requirement analysis and assisting in optimization of processes
  - Gathering cross-functional teams for knowledge sharing sessions
  - Integrating with external teams for data mapping
  - Seamless enhancements to existing client functionalities
  - First point of contact for Client team during User Acceptance Testing and Pre-Go live phase
  - Training End users with enhanced product and process improvements
  - Suggesting alternative approaches and best fit for existing value chain
  - Taking complete accountability for project delivery and adhering to strict timelines

- ➢ Team Leader, Accenture Services Pvt. Ltd.
- ➢ Sep 2010 – Mar 2016

Arun Karnik

2   **#201, Rangavalli apartments, Navodaya colony, Gudimalkapur, Hyderabad, Telangana, 500028, 091 800 888 753 8, jobs4arunkarnik@gmail.com**

- As an Offshore Team leader, I was responsible for:
  - On-time project delivery adhering to strict timelines
  - Helping juniors to ramp up and guiding them to follow Best practices
  - Reviewing Functional Designs and mapping them to Technical descriptions
  - Preparation of Extended Designs wherever required
  - Handled Proof of Concept (POC) for quick troubleshooting
  - Reviewing developments and optimizing processes
  - Motivating project team during monthly meetings
  - Picking Star performers and asking them to help others in the team
  - Taking additional roles in System Integration testing and Smoke testing
  - Balancing client requests and team building activities
  - Suggesting alternatives and best fit analysis

- Consultant, HCL Technologies Pvt. Ltd.
- Oct 2007 – Aug 2010
- As an IT Consultant, I was responsible for:
  - Analysis and design of technical documents
  - Development of customized functionalities
  - Extension and optimization of existing processes
  - Migration of data from legacy system to new system
  - Upgrading code and unifying user interface
  - Assisting different teams as a Subject Matter Expert
  - Involving in Proof of Concept design and in-house development systems

Education

- B.E. - MVJCE/VTU – Bengaluru
  - Specialization in Computer Science and Engineering
  - Recipient of Sun Certified Java Professional (SCJP) certificate from Sun Micro Systems (Now Oracle Inc.)
  - Developed an Internship Project on AJAX based "Multi Modal Messenger" - using HTML/CSS/JavaScript, Flash, LAMP and Google cloud technologies

- PGDEED - NI-MSME – Hyderabad
  - Post Graduate Diploma with Specialization in

Arun Karnik

3   **#201, Rangavalli apartments, Navodaya colony, Gudimalkapur, Hyderabad, Telangana, 500028, 091 800 888 753 8, jobs4arunkarnik@gmail.com**

Entrepreneurship and Enterprise Development

- Recipient of Internet of Things (IOT) certificate from Ministry of Micro, Small and Medium Enterprises (MSME)
- Recipient of Business Intelligence (BI), Artificial Intelligence (AI), and Economic Data Modeling (EDM) certificate from Ministry of Micro, Small and Medium Enterprises (MSME)

➤ MBA – NIBM Institute – Chennai

- Master in Business Administration with Specialization in ICT
- Exposure to Blockchain and Cryptographic currencies

➤ RGNIIPM – Nagpur

- Participated in the Summer School training programme conducted by World Intellectual Property Organization (WIPO) along with Maharashtra National Law University (MNLU), Nagpur

Attributes
- Exposure in various roles in global Organizations ranging from Project inception to Project closure
- Possesses excellent analytical, problem solving and communication skills
- Recipient of numerous Client appreciations and Organizational awards throughout the career
- Mentoring junior resources and motivating them to take challenging tasks
- Specializes in Market research and Digital marketing of innovative products and services

Leadership
- Identified Start-up Evangelist and Promoter
- Recognized member of Market research and Digital marketing community
- Recognized Subject Matter Expert in IPR analytics and valuation
-
- Privileged Consultant of 'MSME Mentor' program from SIDBI, NSE and Prime database in association with SBI

Arun Karnik

4 **#201, Rangavalli apartments, Navodaya colony, Gudimalkapur, Hyderabad, Telangana, 500028, 091 800 888 753 8, jobs4arunkarnik@gmail.com**

Arun Karnik

5   **#201, Rangavalli apartments, Navodaya colony, Gudimalkapur, Hyderabad, Telangana, 500028, 091 800 888 753 8, jobs4arunkarnik@gmail.com**