

SOHAM MUKHERJEE

Strategy and Technology Professional

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EXPERIENCE



Director

11/2023 - Present

CarboCap Technologies

New Delhi

SaaS focused on Carbon Credit sales and lifecycle management engine

- Earned 2 EoI and 1 LoI for various voluntary carbon market projects. Managed certifiable high-quality delivered credits of recent vintages worth >\$20MM.
- Designed prototype Carbon Credit lifecycle management single window SaaS, integrated with web3 and leveraged KANO and RICE models to integrate impact assessment framework along price discovery enablement.



Chief Product Officer

04/2023 - 10/2023

Datar Security Service Group

New Delhi

Infrastructure company of 12000+ employees, INR600Cr turnover

- Increased product design efficiency by 30% by managing cross-functional teams and handling 5 product interviews. Designed 2 carbon project proposals.



Head of Technology

09/2020 - 03/2023

Aetos DigiLog

Noida

4PL Logistics company with prominent warehousing vertical servicing clients like ITC, Emami, Jakson and SMEs

- Integrated SaaS acquisitions into the principal business and drove P&L through resulting synergies. Operating ratio was lowered by 40%.
- Delivered integrated cloud-based logistics platform for mid-stream inventory management, transportation, and e-procurement, pushing the fulfillment score of 3 customers past 98%. Delivered platform manages GMV worth ~\$39M.



Principal Consultant

07/2020 - 08/2020

Aetos DigiLog

Noida

- Setup technology team, Managed 21 people across 3 technology verticals. Wrote working paper - shop floor adoption of technology.



Principal Consultant

04/2020 - 06/2020

VIZARA Technologies Pvt

New Delhi

IIT-D, FITT incubated AR/VR/MR/3DP company

- Solution design and bid management for government tenders. RFP response secured projects worth 2.65 Crore during 1st lockdown.



Senior Consultant

04/2019 - 03/2020

KPMG India

Gurgaon

- Proposed policy changes across various Ease of Doing Business (EODB) verticals, now known as World Bank - Business Enabling Environment (WB-BEE), such as property registration and business initiation. Fostered inter-agency collaboration involving the Ministry of Commerce's Department of Promotion of Industry and Internal Trade, the World Bank, and key government agencies. India's ranking improved dramatically, moving from 130th to 63rd place, making it a top-performing South East Asian country in 2019.
- Architected the solution for data security and cloud services for the National Logistics Portal (NLP), securing endorsement from the Commerce Secretary's office for the five-year rollout plan. Conducted a statutory risk assessment concerning the integration of customs and other government agencies with the e-marketplace. The integration with the Unified Integrated Logistics Platform (ULIP) is underway, aiming to cut the logistics cost from 13% to 9% of the GDP.
- Produced data-driven insights for the 2020 National Conclave on Emerging Opportunities in the Natural Gas sector. Established a secretariat and collaborated with key industry stakeholders such as Indian Oil, GAIL, HPCL, BPCL, IGL, and MGL. This collaboration aimed to gather data on the potential of ten major value-added services, uncover sector-based opportunities worth INR 4 lakh crore, and identify employment prospects for 4.5 lakh individuals.
- Assessed digital readiness of ports pan India and created framework for real time data system (RTDS) basis Digital Maturity Model. Comparative analysis of the Data Protection Bill 2018 with GDPR and EU-US privacy shield considering new systems proposed.

SUMMARY

Strategy and technology professional with over 10 years of experience in program management and advanced stakeholder management. Skilled at leveraging resources and strategic decision-making to drive business growth.

Proven track record of delivering technology solutions and complex projects to senior leadership.

Seeking to apply my expertise in Strategy and Operations to help organizations accelerate their business and achieve healthier P&L statements.

SKILLS

Leadership · Program Management ·

Project Finance · P&L Ownership ·

Advanced Stakeholder Management

Management Consulting ·

Voluntary Carbon Markets · Research

Data Analytics · DPR/RFP Writing ·

PowerPoint · Financial Modelling

Solution Architecture · Azure Cloud ·

System Design · TCO & Cloud Economics

SQL · Python · Excel · PowerBI ·

Data Storytelling · Algorand Blockchain

KEY ACHIEVEMENTS

Compressed Gas Distribution Presentation MoPNG

Work product was presented by Hon. Minister of Petroleum and Natural Gas. Program was called "game-changer on the path to remove energy poverty".

CII Digital Transformation Award

"Innovative Best Practice" category

Shortlisted for Algorand Startup Lab Program

Listed as top upcoming Carbon Credit company on F6s

EXPERIENCE



Innovation and Technology Lead

11/2016 - 09/2017

Handygo

New Delhi

Agritech, one of India's largest agriculture input marketplaces

- Designed and delivered hyperlocal navigation module for multimodal deliveries in tier 2/3 locations: ~30% OPEX savings via higher delivery throughput.
- Drafted investment memorandum with KPMG: primed 'Behtar Zindagi' agro-tech SBU for funding. Post raise, monthly revenue increased from ~\$28K to ~\$1.1M.



CTO

03/2016 - 10/2016

1Application

New Delhi

Ed-tech startup with pan India presence

- Directed technical delivery of SaaS, a student lifecycle management system handling requests for over 500 institutions across India. Onboarded 5000+ users.



Solution Manager

02/2015 - 02/2016

DXC Technology

Noida

- Managed the implementation of IT infrastructure projects of AIG, Rolls-Royce, and Bombardier across multiple geographies, as SPOC halved transition time in technical proposal management. Received special recognition for managing cost-to-performance (IT infrastructure) at Rolls-Royce data center.



Associate Software Engineer

02/2014 - 02/2015

DXC Technology

Noida

- Reduced transaction related support queries by 30% (Insurance domain) by modernizing legacy adapters and developing microservices for policy management.



Business Analyst

06/2013 - 01/2014

LaunchArk Technologies

New Delhi

SaaS company incubated with engineering college

- Analyzed the product requirements for a tracking interface for individuals traveling in urban India.

EDUCATION

MBA

Warwick Business School

2018

United Kingdom

BE Computer Science Engineering

Manipal University

2013

Manipal

CERTIFICATION

PRINCE2 Practitioner

AXELOS

Certified Data Analytics Professional

Google

UN-ESCAP-PPP Certification

United Nations

TCO and Cloud Economics Expert

Amazon Web Services

NISM Series-XV Research Analyst

SEBI

Oracle Certified Java Professional

Oracle

REFERENCES

Davinder Sandhu - Partner KPMG

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Grandpre Ludovic - CTO Rothschild Bank

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Amit Mahajan - Program Manager DXC Technologies

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Vijay Badhani - Program Director Precision Agriculture (PxD)

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Capt. Jatin Sharma - Director of Operations Aetos Digilog

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