**High Level Scope/Job duties**

Collaborate with customers, groom and prioritize product backlog. Enable teams to customize product as per customer needs. Status and metrics reporting. Participate in strategic program level meetings and design walkthrough meeting to understand the program nature and scope of services. Ensure phase wise roll out of product implementations. Product evangelization – new features to existing customer, pitch for new customers. Enable teams to implement must have features to integrate the product seamlessly in customer environments.

Project level monthly forecast and billing. Work with onsite and offshore teams for forecast and billing annexure consolidation. Submit annexure and forecast for account leadership review and take it to closer

Work closely with leadership to address Current customer pain-points and new opportunities. Run idea campaigns in the customer area to provide innovative solutions to complex problems. Provide value-adds by ways of upgrades, Adding new features like micro services as applicable. Statement of work articulations as guided by leadership team, submit for review process. Work with compliance team and take it to closer.

Manage expectations of subordinates and set goals and guide them to achieve the same. Perform appraisal evaluations for promotions & hikes. Engage in Team building activities to ensure high productivity across onsite & offshore teams

**Product Management**

* interacting with stakeholder and get to know about their needs.
* Communicating and working with stakeholders to help them to make a difference in their need and plan effectively the stages of the project execution
* Working on estimates based on requirements and planning on this release date of the products
* Identifying the risks and blockers for the sprint and release.
* Prepare and executing action plan for resolving the risk
* Executing all spring ceremonies from sprint planning, daily status, review and retrospection
* Prepare spring and release metrics and report to stockholders

**People management**

* Guiding and motivation the team by helping them to meet deadline by resolving blockers.
* Performing review for my direct reprotees and provide supprotfor the team on their carrier development.
* Grooming them with sufficient training on skills they may need and help them to achieve targets.
* Maintain team morale and make sure team is self-independent
* KT and new member onboarding.

**Client relationship**

* Ensure that clients are satisfied with the company at all time and will bring in repated business by resolving any outstanding issues
* Identifying new opportunities in the engagement and allocating resources and thereby add potential revenue to the business unit.
* Conducting regular governance meeting with stockholders and helping them to understand where we stand.
* Work with them closely and help them in achieving strategic goals of the products.
* Conducting client satisfaction review and work on improvement areas on need basics.
* Having smooth transition from their earlier way of execution.
* Monitor company performance against service level agreements.

**Revenue management**

* Meeting yearly targets with new business opportunities and with existing needs
* Negotiating with stockholders o the budget allocation of the project execution.
* Providing appropriate forecasting for the team.
* Completing all the billing activities for the tasks completed by team on regular basics.

**Risk and Change management**

* Identifying any risks and impediments in implementing the requirements proposed.
* Preparing documents, and ensuring communication of key risks
* Executing action plan and reporting.
* Work with customer to understand and work on the need for any change that intrudes during project execution.
* Prepare document and demonstrating the affected areas due to the change required.

**Proposed Org Chart**

Rajan, Ashish (587318) - D

Offshore

Direct

Singh, Ajay (648037) - AD

Onsite

In-Direct

Gowtham (528356) - A

Sowmik Saha (589449) - PA

Savarimuthu (324113) - A

Debalina Roy (272318) - SA

Ravi,Balaji (645874) - SA

B,Anjali (487810) - A

S,Shyam Sundar (503207) - PA

Pithani, Hari Kalyan (688786) - A

M, Vibranarayanan (180537) - M

Kodey, Sri Durgavenkataharitha (669174) - A

Garg,Amardeep (669044) - SA

Kandalingapandi,Sivabalan (669174) - SA

Barathy, Ravindranath (645874) - SA