

Contact

www.linkedin.com/in/vineetdaniels
(LinkedIn)

Top Skills

Project Management
Team Leadership
Business Intelligence

Languages

English
German
Hindi

Certifications

PMP
ASTQB Foundation Level

Vineet Daniels

Developer Relations Program Manager
Greater Los Angeles Area

Summary

High energy Sr. project manager successful in implementing million dollar projects with limited budget and human resources. Strategic problem-solver who envisions smart solutions and executes with urgency across all levels of the organization. Effective in restructuring and managing global teams by recruiting and training qualified professionals. Developed highly effective and client specific financial models to analyze profitability and identify sources of growth opportunities. Outstanding strategist with a track record of success in highly competitive business markets. Skilled in negotiating partnerships and alliances with a keen ability to capture opportunities and catapult new ventures.

Experience

Google
Program Manager
February 2018 - Present
Greater Los Angeles Area

Led the Partner DevRel I/O presence at Google I/O 2019. Increased engagement 6X compared to 2018.

Responsible for leading the first ever games track at Google I/O 2019. Initiated the idea, pitched it to execs and collaborated with multiple PAs to bring it to a reality.

Built a Hardware program for Partner DevRel based on gaps in the Pixel launch program to run app compatibility for all new hardware launches.

Implemented office hours at Google I/O 2018 and increased attendee satisfaction by 9%

Built a program management process to track and report integration for 19 Google partners for the new Pixel 3 launch

Trained Partner DevRel team on program management and implemented PgM best practices for all Android work that the team is currently working on.

Built a process to produce PA level QBR's for execs for all Partner DevRel work

TechStyle Fashion Group
Senior Project Manager
May 2017 - February 2018 (10 months)
Greater Los Angeles Area

OceanX, LLC
Client Manager
January 2016 - May 2017 (1 year 5 months)
El Segundo

- Launched a call center with 1000 employees in India and created training scripts, establishing retention strategies, and upselling to customers
- Implemented returns at USPS disposal centers to save the company ~ \$ 20 M in 5 years
- Integrated Vantiv, CyberSource and Chase Paymenttech payment providers for new clients migrating over to the OceanX platform to provide end customers a seamless experience.
- Launched 17 brands on OceanX platform increasing sales by \$ 60M and upwards
- Implemented revenue enhancement strategies to increase subscription revenues by 14%
- Decreased client costs by ~ 15% by procuring shipper and other packaging materials for the clients
- Implemented 3 in house systems including ~45 subscription functionalities using a prioritized roadmap to help increase client benefits
- Reduced shipping costs by 12% by implementing multi-node shipping

Guthy|Renker
Project Manager
July 2013 - June 2016 (3 years)
Santa Monica

- Transitioned all G|R brands to a new e-commerce platform resulting in \$ 10M cost savings
- Increased efficiency by 11% by automating UPS and Exel warehouses

- Increased shipping speeds by 8% and decreased warehouse errors by 23% by implementing Manhattan Scale and a new pick to light system
 - Implemented a client reporting portal thus giving the clients access to all data and KPI's required to run a business
 - Increased time accuracy by ~ 60% by implementing Jira across GJR
- Organized resources to complete the corporate restructuring and separation of the newly formed spin-off, OceanX, from Guthy-Renker.

cPrime, Inc.- Client Guthy Renker

Project Manager

July 2013 - July 2014 (1 year 1 month)

Greater Los Angeles Area

- Client: Guthy Renker

Guarantee the attainment of key milestones by proactively tracking metrics and project outputs.

- Assess project issues and identify solutions to meet productivity, quality and customer goals.
- Mitigate risk by identifying, escalating and resolving issues across multiple delivery groups and/or projects.
- Conduct planning and operational readiness assessments to provide an effective transition into production.
- Work with project team and key stakeholders to devise best practices and continuous improvement of project delivery across the enterprise.
- Streamlined and modernized processes for work assignment and completion, minimizing paper and time wasted.
- Successful establishment of software to support customer services;
- Developed and administered a training program for GR call center program for all employees
- Coordinate/Manage task aligned (due dates, defect tracking, configuration and analysis completion) to ensure the completion of project and a successful production live date for client.
- Installation and implementation of Order Motion
- Create and maintain test case models for Order Motion (OMX) and Web testing according to client specifications; this includes acceptance, unit and integration testing.
- Create, update, and maintain Test plans aligned with client requirements for integration and unit testing.
- Create and execute Queries to extract/manage data from the Database that would be used in test planning and execution.

- Responsible for supporting client software upgrade testing efforts, to include integration, acceptance, regression, and parallel testing.

Word & Brown General Agency

EDI Project Manager

September 2012 - July 2013 (11 months)

Orange County, California Area

- I. Facilitated development of EDI 834, EDI 834 change file and EDI 820 for the state for Florida and Nevada.
- II. Configuration and Management for EDI 1Source and TIBCO Foresight.
- III. Developed Test Strategy, Test Plans and Test Cases, generating Test scripts for EDI Testing. Tracking requirements versus Test coverage.
- IV. Performed gap analysis and converted maps from one version to another as per customer/business requirements.
- V. Excellent Business knowledge, Analytical skills, Interpersonal skills, Communication skills, Strong Work Ethic/ Positive Attitude/Team spirit, Problem-Solving skills, Leadership skills.
- VI. Expertise in Design, Development and Implementation of Integrated SAP EDI applications.
- VII. Highly Experienced in HIPAA (Health Insurance Portability and Accountability Act), Health Care industry providing Business Process Assessment, Requirements Gathering, Gap Analysis, Implementation and Testing. Well versed with EDI and HIPAA transaction.

Laundry Locker, Inc.

Business Financial Analyst

May 2012 - August 2012 (4 months)

San Francisco Bay Area

- Designed a financial modeling system to evaluate profitability on a per-location basis
- Created management tools to measure and analyze financial and operational information including financial ratios, key performance indicators, sales forecasting, and product pricing
- On a three-person team, from ideation to implementation, that developed a mechanized conveyor system to replace a labor-intensive process of handling packages. Resulted in a reduction of 1000 labor hours per month while improving accountability, safety, and process flow.
- Directed the relocation and installation of processing equipment among major processing and distribution centers. Developed requirements, prepared RFQs, and reviewed contract proposals.

Tata Consultancy Services

Senior Business Analyst

August 2008 - August 2011 (3 years 1 month)

India

Senior Business Analyst- British Telecom (July 2010- August 2011)

Senior Business Analyst- Anthem (July 2009- July 2010)

Business Systems Analyst- Huntington Bank (October 2008- July 2009)

Financial Support Manager (October 2008- April 2009)

Tata Consultancy Services

Senior Business Analyst

March 2008 - August 2011 (3 years 6 months)

Education

Hult International Business School

Master of Business Administration (MBA), Finance, General · (2011 - 2012)

International Technological University

Master's degree, Engineering/Industrial Management · (2013 - 2014)

Hult International Business School

Master of Business Administration (MBA), Business Administration and Management, General · (2011 - 2012)

SRM University

Bachelor's degree, Biotechnology · (2004 - 2008)

Udacity

Android Nanodegree, Computer Programming/Programmer, General · (2018 - 2019)