

# Hemant Sharma

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*MBA from Tier-1 B-School with 60 months of work-ex across IT Presales, Research and SAP and with a consistently good academic record*

## Work Experience

- **Capgemini India Pvt. Ltd**

- June 2011 to Present
- Location : Gurgaon, Haryana
- **Senior Consultant / Solution Architect**
  - **Sales Support and Collaterals**
    - Supporting sales teams in coming with innovative models to support large deals
    - Contribute in Knowledge Management Activities
    - Sales collateral design and maintenance, presentation design and review
  - **Research Activities**
    - Provide accurate and timely responses to information requests from internal clients
    - Identify and gather relevant industry, technology and competitor information from a wide range of sources
    - Development of Case Studies for specific clients based upon the client strategic and business requirements
    - Keeping abreast of latest industry trends and best practices and designing re-usable artifacts based upon analyst reports etc.
  - **Solution Architect**
    - Translate client objectives and requirements into winning solution concept for specific deals, based on service offerings and capabilities
    - Develop optimum outsourcing solution including: governance structure, delivery model, staffing, service location, service hours, service levels, enabling tools and infrastructure requirements for provisioning services to client, transformation approach, commercials etc
    - Understand various process, tools and accelerators and use them in the solutioning process
    - Provide cross-LOB solution synchronization for complex outsourcing pursuits
    - Participate in the strategic initiatives to industrialize the solutioning process and to enhance the competitiveness of proposals
    - Participate in reviews with the leadership team

- **IBM India Pvt. Limited**

- August 2006 to May 2009
- Kolkata, West Bengal
- **Senior Developer (SAP ABAP)**
  - Reviewing and analyzing functional specifications and determining effort estimation, including feasibility determination and complexity and effort estimation
  - Design and Propose Technical Solutions
  - Coding, unit testing and documentation of the technical requirements
  - Distributing of work, guiding team members, attending conference calls for problem solving.
  - Code Review and quality analysis of developments
  - Involved in a client interfacing role for feasibility mapping at customer location (Hamburg, Germany) for a major food and beverages company.
  - Hands-on experience of SAP ABAP and SAP SD modules. Also conversant with SAP GTS.

### Internship

- **Kellogg's India Pvt. Limited**
- April 2010 to May 2010
- Project: Wholesale Channel Activation
  - Worked on ways to expand Kellogg's presence in the wholesale channel leading to direct impact on distribution and volume
  - Recommended a complete activation program by executing which a strong presence can be made in this channel

### Educational Qualifications

- **Post Graduate Diploma In Management (Systems and Marketing)**
  - Xavier Institute of Management, Bhubaneswar, 2011
  - CGPA: 5.96 / 8.00 (Equivalent to 80%)
- **Bachelor of Engineering (Honors) in Electrical Engineering**
  - University of Rajasthan, 2006
  - Aggregate 83.8%
- **Senior Secondary (XII<sup>th</sup>)**
  - Physics, Chemistry, Mathematics, Computer Science
  - CBSE, 2001
  - Aggregate 84.8%
- **Secondary (X<sup>th</sup>)**
  - CBSE, 1999
  - Aggregate 84.2%

### Certifications

- ITIL V3 Foundation Certified (APMG-International, License ITIL/MY723038/10878-722582)

## Awards and Recognition

- Chosen “**Project Star**” twice (Q4,2011 and Q4,2012) for exceptional and outstanding performance in the role of a Solution Architect at Capgemini India Pvt. Limited

## IT Competence

- SAP – upto ECC 6.0 (ABAP, SD, GTS)
- Microsoft Office – MS Word, MS Excel, MS PowerPoint, MS Project
- Others – SPSS, MATLAB

## Positions of Responsibility

- Core Member, Student Alumni Committee, Xavier Institute of Management, Bhubaneswar (2009-11)
- Member, Skill City (2009 – 11) – A business game developed as part of Xpressions – the Annual B-School Fest at XIMB
- Technical Team Lead (SAP ABAP) at IBM India Pvt. Limited (2008-09)

## Extracurricular Achievements

- National Finalist and Regional Winner (Orissa) Tata Crucible Campus Quiz 2011
- Awarded Certificate of Social Service for creating awareness and assisting in raising funds for visually impaired children.
- Member of Greenpeace, an international nongovernmental environment organization (Jan 2008 - May 2009)
- Awarded Certificate of Merit in National Level and 3rd position in State Level Essay writing competition.
- Stood first in Quest'04, an inter college quiz contest held at Institute of Engineering & Technology, Alwar.