Rajeev Kumar
Senior Associate Consultant - Infosys/Offshore Lead

•An erudite professional with 2 years of IT/Presales/Project Management experience
•Possess knowledge of Project Management, Digital/Social Media Marketing, Analytics, BI
(Business Intelligence), presales, Business
development, strategy and planning, etc.
•Endowed with a passion for winning as exemplified through excellence in academic,
extracurricular areas and organizational experience
•An effective communicator with strong analytical/logical skills to relate to people at any level
of business and management
•Exposure in improving business performance by leveraging market insights to influence
strategic and tactical plans that delivered differentiated offerings to customers
•Possess problem solving capability keeping constraints in purview, innovation &
adaptability
•A quick learner with the expertise to work under pressure and meet deadlines
•Pleasing personality with a zest for life, knowledge and sound understanding of technology and
the present world

Willing to relocate: Anywhere

WORK EXPERIENCE

Senior Associate Consultant

Infosys Limited - Bangalore Urban, Karnataka -

July 2017 to Present

- Project Management Office (PMO)/Offshore Lead for a leading Global Oil & Gas utility giant
- Handling multiple service areas viz. risks and issues, planning and scheduling and assurance
processes for all projects and engagements across the EMEA geography

Associate Consultant

Infosys - Pune, Maharashtra -

May 2016 to June 2017

- Presales (Domain and Process Consulting) for Enterprise Asset Management (EAM) Supply Chain
Domain
- Pega Marketing and BPM (Business Process Management) team as a functional consultant
- Problem Definition: Conduct secondary research that helps identify problem areas

- Effort Estimation and preparing Deal Pricing with vendors to provide data points for proposal
development
- Solution Evaluation & Recommendation: Understand solutions recommended and explore
alternatives based on research (literature survey, information based in public domains etc.)
-Requirement Analysis & Detailing of Processes: Create requirement specifications from
business needs. Define detailed functional, process, infrastructure based on requirements

- Development/Configuration: Configure and build the application, process solution in line with
the design document
- Issue Resolution: Understand the issue, diagnose the root cause and shortlist solution
alternatives
- Marketing & Branding: Create marketing material in the form of case studies or solution
documentation
- Configure and assist in evaluating micro vertical/service/solution requirements on the products,
documenting these in presentations and creating solution brochures

EDUCATION

PGDM in Marketing

Goa Institute of Management - Goa

June 2014 to March 2016

B.Tech in Computer Science and Engineering

Uttar Pradesh Technical University - Ghaziabad, Uttar Pradesh

July 2010 to April 2014

SKILLS

Adobe Photoshop (Less than 1 year), Ads (Less than 1 year), BI (1 year), Business Intelligence
(1 year), MS Excel (2 years), presales (1 year), Tableau (1 year), Pega Marketing and BPM (Less
than 1 year), MS Word (2 years), MS Powerpoint (2 years), MS Sharepoint (2 years), Spss (Less
than 1 year), IBM Maximo (Less than 1 year), marketing strategy (2 years), Business Analysis
(2 years), communication and soft skills (2 years), Project Management (2 years), Project
Planning (2 years), Team Management (1 year)

LINKS

http://www.linkedin.com/in/rajeevkumar91

CERTIFICATIONS/LICENSES

Google Adwords

December 2016 to December 2017

Google Analytics

February 2017 to August 2018

HubSpot Inbound Marketing

Digital Vidya Certified Digital Marketer

http://www.linkedin.com/in/rajeevkumar91

ADDITIONAL INFORMATION

Soft Skills

Communicator, Innovator, Team Player, Analytical Collaborator. Intuitive

Technical Skills
• Google AdWords, Google Analytics, Inbound Marketing, SEO (On-page and Off- page), SEM,
Facebook Ads and Social
•Project Management, MS Project Professional
Media Campaigns (Content Bucketing)
• Tableau, Microsoft Power BI, SPSS
• MS Office Suite, Advanced Excel, MS SharePoint, Visio, Adobe Photoshop, Pega Marketing and
BPM