

# Bhanu Pratap Singh- PRINCE2®

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Accomplishment-driven professional with an unmatched track record and an extensive global experience of **10 years** in spearheading prestigious **Technical Projects** of large, medium & small magnitude within strict time schedules, cost & quality; proficient in building technology set-ups, identifying technology trends, defining processes, controlling risk, collaborating across departments and optimizing resources; targeting to express potential in strategic-level assignments in **Project Management, Technical/Solution Architecture & Consultation, Delivery Excellence, Client Relationship Management** with an esteemed organization; preferably located in **Mumbai**



## PROFILE SUMMARY

- Result-driven professional with an analytical bent of mind and an experience of **10 years**; accompanied with expertise in overcoming complex business challenges and making high stake decisions using experience-backed judgment & work ethics across multiple sectors entailing **Telecommunication & IT**
- Insightful intelligence in managing end-to-end process of **Business Analysis** entailing **As-Is /To-Be Analysis**, assessing & mapping customer requirements, deriving the right solution, feasibility study, implementation, process stabilization, performance monitoring, key metrics development, resource deployment, stakeholder reporting, solution planning, architectural design, evaluation & solution implementation, scalability, risk assessment & mitigation, migration & transformation and supporting after go-live
- Insightful expertise in all aspects of **Project Management** with skills in directing project teams and maintaining high-quality deliverables within time and budgetary parameters; managed all phases encompassing planning, design, scope definition, estimation, resource administration, process management and compliance with quality standards.
- Highly resourceful at evaluating offers and **finalizing contract in view of project schedules**; evaluating overall performance of the project, providing timely feedback to the clients and effectively taking corrective actions against the variances; Insightful excellence in directing the evaluation of **bids & negotiation, award & review of contracts** as per contract regimes, bridging contract agreement & settlement of contract claims and disputes; effectively prepared budgets, cash flow, schedules in pre & post tender documents i.e. BOQ, technical terms & conditions, fiscal terms and conducted negotiation meetings
- Proficient in driving **Product Lifecycle Management (PLM)** including product strategy & vision, roadmaps, PLM ownership, requirements prioritization, release management, trade off decisions, oversight of specifications and development life cycle, strategic partners liaison for development/ releases & so on
- Proven capabilities in **facilitating Scrum ceremonies** entailing daily stand-ups, release planning, sprint planning, sprint reviews, retrospectives, Scrum of Scrum, backlog grooming sessions, using JIRA, creating tasks/bugs, managing the Scrum board and generating sprint reports; effectively **removed impediments to ensure continuous process improvements** by effectively ensuring strategy deployment, cost optimization & business excellence

## CORE COMPETENCIES

**Project Lifecycle Management & Delivery Excellence**

**Contract Management & Techno-**

**Commercial Operations**

**Product Lifecycle Management**

**Service Delivery Excellence**

**Technical/Solution Consultation & Architecture**

**Full Stack Software Development Lifecycle**

**Agile & Scrum Methodology**

**Requirement Gathering & Analysis**

**Troubleshooting & Debugging**

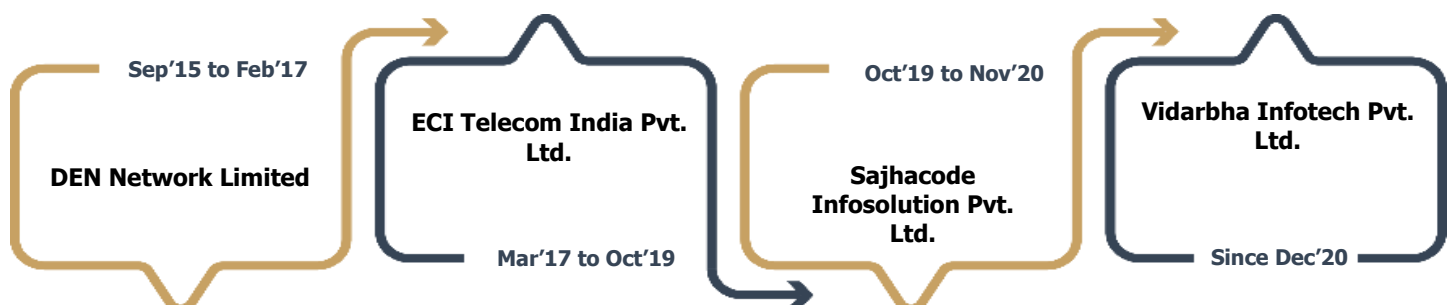
**Unit Testing/Integration**

**Client & Stakeholder Relationship Management**

**Risk Mitigation & Control**

**Team Management & Leadership**

## CAREER TIMELINE



## TECHNICAL SKILLS

- **Cloud:** Microsoft Azure & AWS
- **Software Methodology:** .Net Agile, Scrum, JIRA
- **Transmission:** PDH, SDH, DWDM, 2G, 3G, 4G
- **NPT Series:** NPT1200, NPT 1030, NPT 1050
- **Installation & Configuration:** NMS Server, Fundamentals of Linux Server
- **SAP (MM Module)**
- **Analytical Tools:** Splunk, SQL Server, Power BI, Tableau
- **RTU 104 & RTU 101 Protocol**

## CERTIFICATIONS

- Certification in **Strategy & Leadership (VUCA Environment)** Indian Institute of Information Technology-Delhi
- Microsoft Certified: **Azure Solutions Architect Expert**
- **PRINCE2® Foundation Certification Training** (Credential ID GR656203292BS)
- **ITIL® Foundation Certificate** in IT Service Management (Credential ID GR671270159BS)

## WORK EXPERIENCE

**Dec'20 to Present.**

**Vidarbha Infotech Pvt. Ltd., Mumbai as Technical Project Manager**

### **Significant Highlights:**

- Showcased excellence in managing a prestigious client entailing **Mumbai Municipal Corporation**; spearheaded the **property tax project** (analyzed Property Tax Application for improvement, enhancement & bug removal on regular basis); application supports an annual transaction of **INR 5400 Cr., 250 CFC counters (with 400 employees) across Mumbai**
- Analytical, dedicated & versatile leader enthusiastically meeting deadlines with innate skills in building high performing multi-cultural teams entailing **18 resources across 3 verticals (Customer Support, Inhouse Development Team, FMS Team)** that excel in delivering business value with high morale & low attrition; recruiting, leading, training & monitoring performance of the team members for maintaining excellence in operations
- Successfully played a vital role in **integrating Payment Gateway for various banks**; spearheaded the entire gamut of operations entailing assessing & mapping the requirements, planning, contractual negotiation & finalization, testing and assisting in post go-live
- Managed **Conversions of CR into Revenue.**
- Prepared plan of action for enhancement, migration, **IT infrastructure over Cloud** such as Servers, Database & Load Balancer

**Oct'19 to Nov'20**

**Sajhacode Infosolution Pvt. Ltd., Gurugram as Solution Manager**

### **Significant Highlights:**

- Managed multiple accounts encompassing **Seabird, HTPL, Birkenstock Germany, VLOGIS, Accex**
- Conceptualised & prepared various **Software Engineering Documents** entailing SOP, Process Flow, User Authentications; translated business requirements to the SW Development Team so that the same would be implemented into the application
- Improved the quality of product/ software; analyzed add-on services that can **reduce customer TAT of the individual process**
- Managed tickets and provided a solution to every individual customer pertaining to **tickets logged for product issues**
- Managed **CR for cloud related services**

**Mar'17 to Oct'19**

**ECI Telecom India Pvt. Ltd., Gurugram as Project Coordinator** (PSU/Government Accounts & SAARC Countries)

### **Significant Highlights:**

- Led project executions of **SDH & PDH equipment of PSU accounts**
- Planned & engineered **network deployment plan** such as Digital Connectivity Plan, Synchronization Plan, Ethernet Plan and E1 Plan
- Managed a team size of **20-25 of field engineers & technician**
- Performed multi-functional roles entailing **event management & conduct training for ECI customer** for ECI communication equipment SDH, PDH, DWDM
- Represented the company in various state utilities meeting such as **PGCIL, GAIL, UPPTCL, DTL, PSTCL, J & KPDD**

**Sep'15 to Feb'17**

**DEN Network Limited, Delhi as Assistant Manager-Project**

### **Significant Highlights:**

- Acted as a **Project Advisor to CTO Office**, updated him about the project progress, risk & achievements; rendered assistance to analyse & implement a plan of action to cover the deviations from the project baseline

- **Automated the DCS report** by using macro function of excel & batch file to reduce the resource effort by saving **90% of total manual time used to prepare the DCS reports**
- Managed **financial planning for Technical Department** including fiscal year budget planning, optimization of current year Opex, provisioning of budget for new projects/activity & so on
- Reviewed business for Group CTO office AOP against **Achievements, Technical milestone, Opex (Operational Expenditure) Saving Opportunity**
- Raised request to **CAS (Conditional Access System) Team** for channel addition and deletion.

### Role Across The Career:

- Steering the successful roll-out of **project operations** entailing defining scope, setting timelines, analysing requirements, budget review & approval, prioritizing tasks and identifying dependencies as per preset budgets
- Verifying **project progress & outstanding issues** and ensuring the quality & timeliness of deliverables; defining standard practices and preparing weekly & monthly progress analysis using earned value method, various reports, review change, variation order & contractor's claims and billing
- Coordinating for **project KPIs** to determine accurate status of the project, making tactical decisions to allocate resources and assigning staff requirements to maintain project on target
- Directing **end-to-end delivery of the project, meeting internal and external objectives** pertaining to:
  - Estimation, risk, scope, time, resource, quality and change management
  - Value-adds, continuous process & productivity improvement and expectation management of team
  - Management of **change control, purchase orders, contract variations and additional services**
  - **Client management and relationship development** during and after the project
- Coordinating with **external agencies for techno-commercial negotiations, preparation of contract documents, cost estimates**, including billing, variation proposals & many more; finalizing **terms & conditions of contracts, managing settlement of agreements**; performing analysis to ensure that contracts are finalized within negotiated & agreed-upon parameters
- Consulting with the business unit managers & end users to identify & document **business needs & objectives**, current operational procedures, input/output requirements, data scope, usage, formatting and security requirements
- Performing several roles like **finding new process, determining gaps in existing process** and implementing new processes
- Conducting **detailed analysis of complex business process requirements** and providing appropriate system solutions; identifying gaps, interpreting, providing them solutions involving evaluation and definition of scope of project and finalization of project requirements
- **Presenting proposals to clients**, providing solution strategy support encompassing briefing on client feedback / insights to help them in developing customer-specific strategies
- Assisting in the filling of **RFPs and RFIs**, budgeting and building project proposals; executing trend analysis to understand the current trend of the market; delivering RFP responses in multiple geographies
- Analyzing impact of change with existing structure and implementing the same on the system with business teams
- **Deploying standard test processes and deliverables** (defect management & quality metric reporting) within the gated process to streamline testing, support automation and manual testing efforts
- Conceptualizing **quality standards** for various operational areas, implementing quality systems & procedures to facilitate a high-quality experience, while adhering to the Service Level Agreement (SLA)

### PREVIOUS EXPERIENCE

Jun'13 to Sep'15

Alcatel Lucent, Ahmedabad as Project Management Executive

May'12 to Jun'13

MTS, Delhi as Specialist

### EDUCATION

- **MCA** from Career College of Mgmt., Delhi, PTU University in **2014**
- **B.E. (Information Technology)** from NIIT Gurugram, KUVEMPU University in **2011**
- **Canadian Equivalency "Evaluated by World Education Services (WES) ECA#: 3734475IMM"**
- **Canadian Equivalency: Bachelor's degree (four years)**
- **Canadian Equivalency: Master's degree**

### SOCIAL ENGAGEMENTS

- Blood Donation to Rotary thrice in an year (Rotary Blood Donation Camp)
- Proud to be an Eye Donor

### PERSONAL DETAILS

**Languages Known:** Hindi, English & German

**Website:** <https://www.getbhanu.com>