

Arjun Gupta

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Career Summary

- **5+ years** of experience as a **Technical Consultant** delivering end-to-end solutions using **JIRA, Azure DevOps**, for enterprise delivery
- Led **Agile delivery** and **SDLC** execution, driving **AI-first digital transformation** through GenAI and Copilot-enabled automation
- Owned PMO governance, roadmap planning, and risk management, aligning execution with C-suite and stakeholder priorities
- Supported **RFPs, client onboarding**, delivery management, and cross-functional teams across distributed enterprise environments
- Delivered consulting and technology solutions across **FMCG, CPG, FinTech, Hi-Tech, and IT Services** domains for global clients

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| Professional Experience | 5 Years 4 Months |
| MAQ Software – Technical Program Manager (TPM) | Mar 2025 - Ongoing |

- Drove account planning for **Microsoft** enterprise engagements worth **\$30M** delivery portfolio, aligning execution roadmaps with C-suite priorities and strategic analytics initiatives
- **Reduced project ramp-up and planning effort by 30%** by enabling **DevelopFAST**, a GenAI-powered SDLC accelerator automating requirement generation, architecture design, and Azure DevOps integration across engagements
- Led **5 cross-functional delivery pods** (30+ members each) and mentored **12 junior PMs/analysts**, strengthening Agile execution, delivery predictability, and stakeholder communication across accounts
- **Improved leadership reporting efficiency by ~30%** by leading delivery contributions to **Partner OSOT (Single Source of Truth)**, consolidating partner and operational data from **multiple source systems** into governed Power BI reporting
- Contributed to **5+ enterprise RFPs** and **new client onboardings**, defining delivery approach, resourcing models, timelines, and governance, resulting in **25% faster execution readiness**
- **40% effort savings** by building scalable Center of Excellence (CoE) portal to track AI adoption, productivity, and delivery efficiency

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| HCLTech – Technical Consultant, Client: Samsung SDS | Mar 2022 - Jan 2024 |
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- **Secured \$200K savings** by automating the product model, improving user experience, and reducing vendor dependency
- **Boosted technology adoption by 30%** through Agile coaching for 100+ employees, workshops, and progress tracking
- Generated **\$3M in revenue** by effectively communicating product value to stakeholders, ensuring high client retention
- Gained **\$700K annual savings** by transitioning from 3rd party to in-house scalable digital platform, optimizing resources

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| FieldAssist - Full Stack Engineer: SaaS based No-Code Dynamic Reporting platform | Aug 2019 - Mar 2022 |
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- **Reduced sprint unpredictability by 30%** by conducting consistent sprint planning, retrospectives, and agile ceremonies
- **Accelerated release cycles by 20%** through disciplined sprint execution, user story grooming, and clear acceptance criteria
- Achieved a **60% reduction in manual errors** using no-code platforms with customizable, **Power BI**-style custom reporting features
- **Reduced dashboard load time by 80%** via process optimization and data analysis, enhancing performance and user experience
- **Decreased feature rollout time by 30%** through efficient sprint planning, demo execution, and close stakeholder collaboration

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| MBA Internship | 03 Months |
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| Predixion.AI – Leveraging AI to increase Debt collection and reduce Compliance for FinTech firms | May 2024 - Aug 2024 |
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AI Product Management

- Created **PRD** and **JIRA** user stories, wireframed Figma prototypes, and enhanced UX for omnichannel product delivery
- Conducted **market research** and **competitor analysis**, identifying **key gaps** for **product strategy** and **feature prioritization**
- Devised **solutions** to **reduce delinquency** via **hyper personalized AI solutions**, optimizing debt collection for DPD 0-90
- Developed **Compliance Bot POC**, aligning with RBI guidelines, and crafted an effective sales and customer pitch deck

Education

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| MBA (PGDM-BA) | Information Management | SPJIMR, Mumbai | 2023-25 |
| Executive MBA | Business Education Seminar | INSEAD, France | 2025 (Feb- Mar) |
| B. Tech (CSE) | Computer Science Engineering | LNMIIT, Jaipur | 2015-19 |

Skills

- **Project Management tools:** Azure DevOps (ADO), JIRA, Confluence, Asana, Figma
- **Technical Skills:** MySQL, SSMS, ReactJs, OracleDb, CosmosDb, VueJs, jQuery, Python, .NET, HTML, CSS, JavaScript, C#, Git, Azure
- **Data Analytics:** PowerBI, Tableau, MS Excel

Certifications

- **Microsoft: DP-600:** Microsoft Certified Fabric Analytics Engineer Associate; **AI-3017:** AI for business leaders
- Finlatics Business Analyst Experience: Generating **Data-driven insights** using **PowerBI** and **MECE method** of **problem solving**

Extra-Curricular Activities

- Won **3 gold medals**, participating in **20+** inter-college tournaments as the **captain** of the undergraduate college **football team**
- **Headed** Rajasthan's **2nd largest** sports festival, Desportivos, managing a budget of **\$8M** and **driving revenue growth**
- **Nurtured 300+ players** by **founding Goalbusters Football Club**, expanding across **Delhi NCR** and developing grassroots football