***PROFESSIONAL SUMMARY***

* 25+ years of overall experience, which includes 19+ years of strong Domestic/ International experience in SAP technology, coupled with strong and proven Program /Project Management & Functional Consulting experience.
* PMP Certified Project Manager with more than 10 Yrs. of Project / Program Management experience.
* Excellent client facing capabilities with presentations, demonstrations, written and verbal Communications, Multilingual & can communicate in 5 languages.
* Executed most of the Projects in Onsite with client facing roles in various capabilities, travelled to 6 Countries.
* Managed successful global teams through complex program and project tasks. Project Management focus areas include project planning, financial management, staffing, communication, and scope management.
* Delivery-focused and able to motivate teams well.
* Worked as Solution Architect with high level solution, project proposals, oral presentations, timeline determination, and budget estimation and staffing plans.
* Multiple engagement experience with global delivery models including onsite-offshore functional and development AMS & Implementation projects. Good knowledge of ITIL processes and SLA management.
* Managed global SAP resources, maximum size was 250 + across five IBM locations.
* Managed relationship with key project stakeholders, CXO level.
* Has thorough functional knowledge of business processes in manufacturing and logistics verticals from Supply Chain perspective in core ECC modules like SD, MM, PP and SAP S/4 HANA- Sales, Procurement, TM, and IBP.
* Has been involved in implementation, Upgrade, Roll Out and AMS projects involving SAP S/4 HANA and ECC
* Has been a 2nd line People Manager for more than 10 years.
* To add value to your organization, in a challenging and responsible management position in SAP Delivery and SAP Practice Management.
* Result oriented technology leader in SAP, pioneering and managing complex SAP solution design, implementation & Application Management Services.
* Nineteen years of SAP analysis, design & implementation expertise to drive business development, commitment to excellence and retention to customer-focused success.
* Leadership and execution of critical business activities

**Pre-sales role**

* Identifying the scope based on the RFI/RFP
* Interact with the Concern stakeholder for more details.
* Prepare the estimates, staffing model, costing & pricing based on the tool.
* Prepare the Implementation plan.
* Prepare Presentation deck, get validated from the Top management & submit the Proposal.
* Worked on many RFPs with values from 1 M$ to 25M$

WORK HISTORY

|  |  |
| --- | --- |
| **Client** | **Duration** |
| **Gyansys Inc.** | **Aug 2023 – Till Date** |
| **OTM Labs Inc.** | **Jul 2019 – April’2023** |
| **IBM Business Consulting Service** | **Mar 2007- Mar 2019** |
| **Genpact** | **Aug 2005- Mar 2007** |
| **HCL Technologies NZ** | **Sep 2004 - Jul 2005** |
| **Deloitte Consulting** | **Apr 2003 - Sep 2004** |
| **Sejatibina Delta Informatika** | **Dec 2000 - Mar 2003** |
| **Arpan Soft P Ltd.** | **June 1999 to Dec 2000** |
| **Global TeleSystems Ltd** | **Apr 1993 – Nov 1998** |

***PROFESSIONAL EXPERIENCE***

**Organization: Gyansys Inc. Aug 2023 – Till Now**

**Role:** **Senior Solution Architect**

**Client: Panasonic, Dream11**

**Projects: i. Brown field migration to S/4 HANA Public Cloud**

**ii. Panasonic GRB implementation- Global template roll out**

**iii. Dream11 S/4 Greenfield implementation**

**iv. Vista – Implementation of New Intercompany processes**

**Responsibilities:**

* Development and management of S/4 HANA Migrations and S/4 HANA Roadmaps.
* Responsible for Account Management, Program Management, Project Delivery/ Implementations and Customer Support on multiple projects.
* Led the proof- of- concept, requirements gathering and design workshops.
* Leading the project kick-off meetings for Assessment, blueprint and realization. Worked alongside the client’s Project Manager for joint weekly status meetings, leadership meetings including Steering committee meetings.
* Prepared project plans, RAID logs, Workshop schedules, Integration plans, Cut Over plans.
* Responsible for developing solution designs, POC development in SCM areas.
* Driving UT, SIT and UAT tests along with business process validations.
* Leading workshops on Interface mapping, solution design for Idoc’s and RFC for both inbound/outbound processes.
* Integration with FICO and Logistics modules
* Blueprinting the GRB for Global process adoptions.
* Implementation of Settlement Management, logistics cost ratio and matrix P/L
* Effort estimation for new and existing projects
* Resourcing
* Account Management
* Used project management tools like MS Projects and Azure DevOps tools for project planning and tracking.

**S4 HANA Implementation & AMS Production SUPPORT and Rollouts**

* Perform detailed analysis of complex business process requirements and provide appropriate system solutions; identify, interpret, validate and document customer requirements.
* Facilitate workshops to collect business requirements.
* Hands-on experience of Sales Processes and SD Sales, Shipping, Billing, Pricing, Credit Management, Outputs, & Basic Functions. Experience in preparation of functional specs for development objects
* Worked on core business processes for logistics execution, freight charges, agreements, and rebates.
* Experience with web-based ordering systems, SAP Based APIs, SAP based web services, BAPI and RFC Calls, IDOC based integrations.
* Experience in suggesting Business Process and IS Process improvements.
* Delivery creation improvements and customized enhancements.
* Extended Warehouse Management (EWM) integration with OTC and other processes and hands on experience on EWM processes.
* Settlement Management, aATP, flexible workflow for sales documents, BRF+, FIORI and Business partner.
* Work Experience on Bill of Materials in SD & MM.
* Responsible for the functional and technical testing of the application (development and configuration) and the support of these applications when moved to production.
* Own and lead delivery of projects and drive projects to closure with little or no supervision and follow-ups from business or IS supervisors.
* Communicate system issues and impacts to business stakeholders in clear non-technical terms.
* Present ideas, designs, and areas of expertise to business user groups, including management.
* Implemented Agile based SAP Activate process steps during the S/4 HANA project lifecycle.
* Implemented Settlement Management at Panasonic for Sales Rebates.

**Organization:** **OTM Labs Inc. Jul 2019 – Aug 2023**

**Role:** **Sr. Project Manager /SAP Architect**

**Clients: W.R. Grace, GCP Applied Technologies**

**Responsibilities:**

* Manage and execute a cluster of projects in Grace Account, leaders in Chemical vertical globally, along with AMS.
* Maintaining Project Plan, Risk register, communication plan, cut over plan and stakeholder analysis of all the projects at Grace and GCP.
* P&L Management of the accounts.
* Ensure team billable utilization targets are met.
* Support the sales cycle through scoping and approval of engagements, Executive-level prospect meetings and Solution reviews.
* Manage project portfolio to ensure quality, on-time and on-budget implementations using a mix of global resources.
* Account Mining & Account growth and expansion of existing customer base.
* Become trusted advisor to the Customer throughout project implementation lifecycle and beyond.
* Responsible for adhering to highest quality standards in project delivery.
* Serve as Steering Committee member on strategic projects.
* Responsible for project staffing and resource scheduling on a broad range of consulting engagements.
* Contribute to company’s focus on verticalization through participation in internal cross-departmental initiatives.
* Hire, train and manage a team of new and experienced resources to fulfil project objectives.
* Provide coaching and mentoring to assist in resources’ career development.
* Handle day-to-day administrative tasks such as: vacation scheduling, expense reports, time management.
* Delivery & Governance.
* Stakeholder Management.
* People Management- managing around 100+ SAP resources.
* Maintaining and governance of SOW’s.
* Initiative for SAP Certifications – More than 50% of employees are certified in SAP S4 HANA areas.
* Build competency on middleware components like CPI, BODS.
* Worked on the RPA conceptualization and POC for one of the clients and implemented these BOTs as process improvement initiatives for various regions.
* Managed team of RPA and technical teams with all stake holders to implement the RPA chat BOTs.

**Organization:IBM India Pvt. Ltd Mar 2007- Mar 2019**

**Role:** **Delivery Project Executive**

**Clients: Chanel Inc, Blue Harmony, Telstra, Omron, Rich Products Corporation, Univar, Pidilite, Amrit Feeds, Geometric Ltd, Britannia, Racold Thermal, Lion Brewery & Schweppes Pty Ltd.**

**Responsibilities:**

* Delivery: Work with Delivery Managers and guide them as necessary, Escalation point on KPIs, SLA adherence, Resource planning, mobilization, out-rotation, and attrition management, Work with respective Geo counterparts on delivery issues, monitor performance and proactively address delivery pain points, Provide status reports to customer and Geo teams at agreed intervals, Conduct regular project status review meetings with Delivery Managers, Work with Delivery manager towards successful milestone completions (SIT, MTP & Go live), Identify risks and mitigation plans, Plan to meet SIT, MTP, and Go-Live milestones, Plan for Periodic assessment to meet Go-Live dates Assist Global Head on Client Visits, Audits & Reviews, Track ILC delinquency, Organizational Compliance like Hours-Plan, HRMS, Other Assessment Certification, Identify and work with Delivery Managers on Continuous Improvement Initiatives. Work with Delivery Managers to build Industry Domain / Process Knowledge/skill upgrades and acquiring new skills for the team, Participate in PMRs, Control & Security, Lean and Compliance audits, Focus on Base Account growth.
* Project/Program: Strong Program/Project Management resulting in meeting business objectives within schedule and budget, Customer Relationship Management /Business Continuity Management, Strategy and Planning, Financial and Contractual Management, Cost reduction programs by driving resource optimization while ensuring greater productivity and better service levels to customers, Cross Project Coordination and Resource Optimization, Manage utilization of the team in line with Center/Sector guidelines, Coordinate with AE on Target plan (Band Mix, Utilization) & other project financials, Regular Reporting to IBM Global Head on metrics, Focus on Cross Account /Sector Collaboration, Initiatives across the Account/Sector/IBM, Work on Rotation plan, Critical resource identification and backup preparedness. Solutioning & RFP, identify growth paths and Retention for Team members and Project Managers, Plan, Recruit & Deploy resources along with Resource Deployment Managers, create a Knowledge Management framework for your respective domain and capture best practices from projects in execution, arranging training sessions on SAP SRM, Web Channel, and WMB on fast-track programs, Gold PDM’mer (Hiring Manager) for hiring in IBM for more than 5 Yrs.
* SME: Provide subject matter expertise and thought leadership for business process improvement, solution design, and help lower the total cost of ownership.

**Organization:** **Genpact Aug 2005- Mar 2007**

**Role:** **Project Manager**

**Responsibilities:**

* With its aggressive digitization strategy, GE Advanced Materials Silicones has initiated deployment of SAP Applications and Process Designs across multiple businesses. As the Project Manager in GE Advanced Materials Silicones, Altamash has been responsible for:
* Monitoring project implementations to ensure quality and adherence to GE Silicones global standards.
* Manage change requests and trigger SOW’s. New project initiation, RFP and closure were also part of Silicones responsibilities.
* Providing functional & technical support to project teams.
* Fine tune business processes to optimize system performance.
* Maintaining COE instances for manufacturing, distribution, and service areas.
* Maintain Service Level Agreement’s for each issue / project triggered from GE Support Central.
* Project Plan, Execution and monitoring of each project in GE Silicones.
* Regular operations review with Silicones Global leaders.
* Preparation of RFPs for new projects.
* Negotiations for new projects, preparation of SOW and monitoring the implementation and progress.
* Coach to 50 senior consultants under the Coach- Protégé program.
* Preparation and review of EMS of all the 50+ consultants. Increments and promotions of the consultants are determined by the EMS inputs.
* Preparation and presentation of lean projects and RCCA’s
* Short listing and conducting interviews of all Supply Chain and Manufacturing functional consultants.

**Organization:** **HCL Technologies, NZ Sep 2004 - Jul 2005**

**Role:** **Manager Functional- Supply Chain Logistics**

**Client: Fonterra International**

**Responsibilities:**

* Strong Program/Project Management implementation at Fonterra, resulting in meeting business objectives within schedule and budget.
* Customer Relationship Management /Business Continuity Management.
* Strategy and Planning.
* Integration activities involving systems, processes and methodologies (Enterprise Application Integration). SAP Solution integration.
* Financial and Contractual Management.
* ITSM/Quality/SOX processes.
* Cost reduction programs by driving resource optimization while ensuring greater productivity and better service levels to customers.
* Management of large cross functional and cross cultural teams world wide in several business critical R/3 projects.
* Design, deployment and project management of SAP solutions from logistics perspective viz. CRM, S&D, MM, LE, QM, PM, PP, FI/CO , HCM and EHS modules, for the phase wise rolls out at multiple Fonterra locations in Europe, US, South East Asia and Pacific region.
* Around 250+ gaps identified in logistics, as requirements, which needed to be mapped as part of the OMR3 deployment.
* Managing the team for the Gap fulfilment.
* Meetings and Discussion with the project sponsor for any scope change or timelines of the project.

**Organization: Deloitte Consulting Apr 2003 - Sep 2004**

**Role:** **Senior Specialist- S&D and MM Modules**

**Client:** Rohm **and Haas, USA**

**Responsibilities:**

* Involved in design and implementation of SAP SCM Solution in USA.
* Management of the Rohm & Haas Support Team from India centre, after Go Live.
* Providing CRM Business Process support and education to RH‘s my SAP CRM Sales Team (Key Account Managers, Sales Managers, Sales Staff in Europe and North America.)
* SD / LE and AR Areas: Sales, Pricing, Billing, Credit Management, AR, Customer Rebates, ATP, Shipping & Transportation, Shipment and Shipment Costing, Inventory, Stock transfers, Inter Company transactions, Warehouse management. Lock Boxes, Payment Terms, Tolerance Group, Dunning, Credit Management, Accounting Clerk, Dunning Clerk, Credit Representative Groups, Incoming Payment, Clear Customer, Account Statement.
* CRM Areas: Organization Unit: Sales & Service Org Unit maintenance, Master Data: Business Partners, CRM Product Master: Hierarchies, Categories, Product Types, Maintenance of Configurable Product Masters, Set Types, Attributes, CRM Pricing: Pricing Procedure, Condition Type, Access Sequence, Records, Document Pricing Procedure, Customer Pricing Procedure, Price Groups for Customers, Products, CRM Billing: Billing Types, Item Categories, Plans, Service Transaction Billing, Billing of Complaints (Credit/Debit Memo), Billing Due List, Billing Documents, Internet Sales: Product Catalog, IPC, ATP Check, Marketing Functions, Internet Service, Mapped the Internet Sales scenario-B2B and B2C.

**Organization:** **Sejatibina Delta Informatika** **Dec 2000 - Mar 2003**

**Role: Senior Consultant – S&D and MM Modules**

**Clients:** Pt. Astra Motors Tbk, Pt. Wicaksana Overseas International, Pt. Jakarana Tama Tbk, Pt. Intraco Penta.

**Responsibilities:**

* FI – SD – MM Summarization Project: When you post documents via the FI/CO interface (from SD, MM or other applications), items appear in the FI document, which are identical in all or in almost all fields. This can also cause error message F5727 ('Maximum number of items in FI reached'). The system issues this error if more than 999 items occur in an FI document. We undertook this project to rectify the line item posting in FI to ONE line item. This was done for all SD as well as MM transactions in the SAP system.
* Lead and managed the logistics team,
* Designed and Configured SD & MM Modules.
* Logistics Execution: Configured Transportation Module.
* Integration management for all Companies in all Modules (MM, SD, PP & FICO)

**Organization:** **Arpan Soft Pvt Ltd. India June 1999 to Dec 2000**

**Role:** **Consultant- Sales & Distribution**

**Clients:** Atlas Cycles Industries Ltd and Bharat Gears Ltd.

**Responsibilities:** Implemented and Supported

* Study of 'As is' and 'To be' business processes with Gap-analysis with SAP R/3.
* Configured the sales and distribution module.
* Individual module Testing & Integration run.
* Master Data conversion program and data uploads As a member of the team for implementing the SD module, was involved in the collection and analysis of data in BPR and then mapping the requirements into the SAP system.

**Client:** **Global Tele Systems Ltd**  **Apr 1993 – Nov 1998**

**Role:** Assistant Manager -Dealer Operations

**Responsibilities:**

* Recruitment of channel partners, training of dealer sales executives, termination of non- performing channel members and inducting fresh ones, negotiating fresh business deals and new terms of payment, equi-focus on all product lines along with service revenue generation, team building activities and inter branch activities, organizing dealer and retailer meets, formulation of pricing strategies for all channel partners in Northern India, development and implementation of various promos and schemes for channel partners. Handling of some Government, Semi-Government and Corporate clients were also part of the set profile.

***EDUCATIONAL BACKGROUND***

* Postgraduate from Indian Institute of Management, Indore.
* Post Graduate Diploma in Business Management with specialization in Marketing and International Marketing, from the Indian Institute of Planning and Management, New Delhi, India, with first class in Marketing.

***CERTIFICATIONS***

* PMP Certified
* SAP Activate Methodology Certified
* SAP S/4 HANA -Sales & Distribution
* SAP S/4 HANA- Materials Management