

Naresh Kumar Ragunathan

Email ID: scorpionareshr@gmail.com

Skype : Kumar_naresh1

Mobile : +421 951492785

Professional Summary

Certified Scrum Master & Product Owner with 15 year's experience in the IT industry.

Experienced as **Product owner, Business development, Outsourcing and Operations manager** in delivering applications to the IT industry.

Expertise includes:

- **Scrum Certified Product Owner**
- **Certified Scrum Master**
- **License and Certification for Regulated Markets**
- **Business Development**
- **Operations**
- **Business Analysis**
- **Product management**

I am a functional IT consultant professional with 15 years of experience in the ERP, online gaming and Software industry. Possessing experience and delivering applications in the entertainment industry encompassing analytical and problem solving skills, facilitation skills, modeling techniques and testing methodologies. I am experienced in all phases of the System development Life Cycle, including software systems requirements analysis and gathering, software design, development, maintenance, testing, documentation, release engineering, training, product deployment, and client support.

I consider myself a great team player, with strong communications, organizational and interpersonal skills, quality-focused, customer-oriented, with proven ability to learn and master new and diverse systems, adaptable, versatile, detailed-oriented, and with high work ethics. I am an enthusiastic and passionate multi-tasker when it comes to building great teams.

ORGANIZATIONAL EXPERIENCE

Self Employed, Slovakia

Mar 2018 – Till Date

I am currently running a software consultancy firm in Slovakia as a self-employed person. For the past 4 years the company has been running successfully and has acquired international customers. Currently the company is providing consultancy services for Bollytech A.G. based in Switzerland.

DANUBE SOFT s. r. o. , Slovakia

Nov 2017 – Mar 2018

Danubesoftware is a young, performant and dynamic company focusing on software development. Company headquarters are in Bratislava, Slovakia and we are providing IT services all around the world.

Business Analyst - Responsible for gathering business requirements for the Danubesoftware. I was part of the management team. I was part of the pre analysis and research team interacting with the customer to create a MVP for the initial product launch. Delivering functional specification of the customer requirement and interacting with the development to finalize the scope of the project. Creating proposals for the customer based on the requirement and negotiating the sales with the customer.

Tom Horn Gaming Limited, Slovakia

Jan 2016 – Oct 2017

Tom Horn Gaming is a B2B games provider for gambling industry with Offices in Malta , Czech and Slovakia. Specialized in Slot games for Europe and Asian Market.

Product Owner - Managing **License and Certification for regulated markets UK, Malta and Lithuania**. Responsible for communicating between test labs like NMI, Itech and Regulators for specific Jurisdictions.

Responsible for finding outsourcing partners for game development, Graphics creation and Language translation. Commercial negotiation, watching the deadlines and deliverables in line with contracts.

SMAAT APPS & Technologies Pvt Ltd, India

Dec 2014 – Dec 2015

SMAAT Apps is software development company focused on Business and Gaming Apps for Web and Mobile Platform.

Chief game Architect - Heading the gaming division for Mobile and Online games. Responsible for the project deliverables and customer satisfaction.

DIGIENT Technologies is an Indian enterprise specialized in Outsourcing, Game Development, Application Development, Product Development, Testing & QA, Migration, Porting, Remote Management and Hosting.

A key person there who can take decisions on behalf of the MD. Managing the daily operations of the company in his absence. Highly influential in most of the decisions made by the company. Accountable for **Revenue generation and company Budget planning**.

Business Development - Market Research, Lead generation and network improvements. Participating in international Trade fairs – extensive traveling inside India and abroad. Presales activity like RFP, quotation preparation negotiating the project commercials with client.

Product Owner - Preparing a functional document by communicating with clients on a weekly basis and finalizing and documenting the requirements. Project management – Planning the project deliverables and managing the development, design and QA team to achieve the milestone goals on time.

Operations Manager - Facilitating the requirement for the development team in agile method of product development using scrum methodologies. Operational manager responsible for back office administration of the website. Product selection for **Bidfriends.com** and identifying vendors for the products.

Marketing Manager - Responsible for Promoting **www.Bidfriends.com** through various Marketing campaigns (Pan India). Responsible for online promotion for **Soundlantern.com** and **Digient.in**. Involved in the Creative design for Banner campaign and promos inside the website.

Providing complete Web Solutions (Web Designing and Development, SEO, SEM, Customized Online Search, Online Inventory Management and, Online Lead Management for SMEs and Large Corporate.

Manager – Operations, Business Development & Direct Sales

Accountable for achieving business targets to increase sales growth vide the various B2B Portals of the company namely www.indiamart.com, www.indianindustry.com, www.indiandata.com, www.teonline.com, www.trade-express.com, www.surfindia.com etc.

Identify, develop and nurture new market segments for launch of products, thereby enhancing profitability.

Review and interpret the competition & market information to fine-tune Online Marketing Strategies.