

## Project Management Professional

*Proficient in strategic Project leadership, risk mitigation, cross-functional team synergy, resource optimization, and client negotiations to deliver exceptional results and drive operational excellence*

Certified Project Management Professional (PMP®) and SAsE 6.0 Advanced Scrum Master with **over 13 years** of extensive experience in managing and delivering high-value multiple projects in multiple regions at a time. Demonstrated ability to tackle complex challenges with innovative solutions, driving project success and ensuring both stakeholder satisfaction and operational excellence. Proven expertise to lead cross-functional teams, optimize resources, and implement innovative process improvements that significantly enhance productivity and efficiency.

Demonstrates exceptional skills in handling complex contract negotiations and ensuring compliance with company policies and industry standards. Dedicated to maintaining the highest standards of quality, delivering projects within scope, time, and budget constraints. Proficient in leveraging best project management tools and methodologies to achieve project excellence. Known for a keen eye in identifying potential risks and implementing corrective actions to ensure project success. Holds strong interpersonal and communication skills, adept at conveying complex information clearly and persuasively to diverse stakeholders.

- Recognized with the **Star Performance Award in Q3-Q4 2018** at NEXTracker for outstanding performance and contributions.
- Honored with the **Star Performance Award in Q4 Y2023** at Cloud4C Services for exceptional contributions and performance.
- Successfully managed **projects worth \$25 million** for the Africa region at NEXTracker Technologies, handling 5-6 high-value projects and significantly improving project outcomes and client satisfaction.
- Awarded for **successfully reconciling complex accounts**, ensuring financial accuracy and accountability.
- Achieved consistent improvements in project planning, execution, and resource utilization, maintaining and increasing project gross margins.

### CORE SKILLS

Project Lifecycle Management □ Strategic Program Leadership □ High-Value Client Negotiation □ Complex Risk Mitigation Strategies □ Executive Stakeholder Engagement □ Dynamic Resource Optimization □ Innovative Process Reengineering □ Comprehensive Contractual Oversight □ Financial Forecasting & Analysis □ Profit & Loss (P&L) Optimization □ Cross-Functional Team Synergy □ Robust Change Implementation □ Lean Quality Management Systems □ Strategic Operational Planning □ Integrated Supply Chain Management □ Enhanced Customer Experience Metrics □ Net Promoter Score (NPS) Enhancement □ Governance & Regulatory Adherence

### KEY ATTRIBUTES

- **Operational Excellence:** Consistently drives operational efficiency by optimizing processes and resources, ensuring projects are completed on time and within budget while maintaining the highest quality standards.
- **Global Project Coordination:** Expert in coordinating complex, high-value projects across multiple regions, effectively managing cross-functional teams and ensuring seamless project execution.
- **Risk Management and Mitigation:** Skilled in identifying potential risks and implementing comprehensive mitigation strategies to ensure project success and safeguard against unforeseen challenges.
- **Client Relationship Management:** Focused on maintaining strong client relationships through effective communication and exceptional service delivery, leading to high Net Promoter Scores (NPS).

### ORGANIZATIONAL EXPERIENCE

Dec 2022 – Present with Cloud4C Services Private Limited, Hyderabad, India | Program Manager

#### Significant Highlights

- **Transformed Customer Experience:** Enhanced customer service standards by providing proactive support and effective communication, resulting in consistently high customer satisfaction and fostering long-term loyalty.
- **Key Client Representative:** Served as the main point of contact for clients, ensuring clear and consistent communication, strict adherence to project scope, and strengthening client relationships and project alignment.
- **Led the end-to-end delivery:** From initial requirement gathering and resource allocation through to execution and final implementation, ensuring on time deliver, within budget, top quality standards and aligned with business goal.
- **Optimized Resource Utilization:** Collaborated with the Resource Management team to ensure optimal resource allocation, effectively meeting project goals.
- **Change Management:** Successfully managed project change initiatives to implement new processes and technologies, ensuring seamless transitions and maintaining alignment with project scope and objectives
- **Risk Mitigation and Budget Control:** Identified and managed project risks, controlled budgets, and oversaw financial efficiency, including P&L management, Cost control and ensuring successful project outcomes.

- **Project Governance:** Ensured transparency and accountability by creating detailed monthly project status/ progress reports, facilitating proactive oversight of project progress, and maintaining clear communication with clients.
- **Drove process improvement initiatives:** using data and metrics to identify operational inefficiencies, streamline workflows, and implement innovative approaches that enhanced decision-making and maximized customer satisfaction.
- **Executed Effective Project Closures:** Closed projects by gathering necessary documentation, securing final approvals, and documenting lessons learned, ensuring continuous improvement and project success.
- **Achieved High Customer Satisfaction Metrics:** Consistently met best practice standards, resulting in high Net Promoter Scores (NPS), while preventing revenue leakage through accurate billing.

#### Sep 2017 – Dec 2022 with Nextracker Technologies India Private Limited Hyderabad, India | Assistant Manager - Project Management

##### Significant Highlights

- **Implemented Best Practices:** Conducted customer kick-off meetings and effectively planned, executed, monitored, and controlled project deliverables, ensuring successful stakeholder engagement and project closures
- **Global Project Leadership:** Led day-to-day project activities not limited to tracker material allocation, logistics, invoicing & LC documentation, receivables, tracker installation progress, across India, China US and client offices in Europe, the Middle East, and Africa, ensuring timely delivery of project milestones and deliverables.
- **Client Negotiations and Contract Management:** Handled client negotiations, demonstrating strong understanding of contracts and project accounting leading to favorable terms and successful project outcomes.
- **Cross-Functional Coordination:** Coordinated effectively within cross-functional teams, reviewing tasks and monitoring deliverables to align with baseline scope, cost, and schedule, maintaining project integrity.
- **Risk Mitigation and Change Management:** Identified potential project risks, initiated appropriate corrective actions, managed risks, and executed change orders to ensure successful project outcomes.
- **Stakeholder Management and Communication:** Acted as the single point of contact for stakeholders, ensuring they had up-to-date and accurate information, facilitating seamless communication and project execution.
- **Financial Oversight and Reporting:** Monitored project P&L, worked to increase and maintain gross margins, and prepared comprehensive reports for senior management, including planned vs. actual costs, schedules, budgets, revenue, profitability, and milestone progress.
- **Quality Assurance and Execution Planning:** Ensured the quality of all project deliverables by working collaboratively with client staff to develop and agree on execution plans and overseeing project execution from initiation through closure.

#### Dec 2016 – Aug 2017 with Nuevosol Energy Private Limited Hyderabad, India | Manager – Business Development (Post Sales)

##### Significant Highlights

- **Optimized Contract Management:** Successfully reviewed and ensured compliance of contract terms, payment terms, and delivery conditions with company policies and procedures.
- **Enhanced Manufacturing Productivity:** Collaborated closely with the manufacturing team to understand and improve manufacturing processes, leading to increased output and productivity.
- **Effective Project Planning and Monitoring:** Executed comprehensive project planning, scheduling, and monitoring, ensuring projects were completed on time, within budget, and to the highest quality standards.
- **Seamless Project Coordination:** Coordinated with Supply Chain Management, Operations, and Finance teams to ensure smooth project execution, enhancing overall project efficiency.
- **Milestone Tracking and Billing Management:** Diligently tracked project milestones, ensuring timely billing, supplies, and site execution, leading to improved project financial performance.
- **Resource Utilization and Reporting:** Maximized resource utilization to achieve project goals efficiently and prepared detailed project reports to track progress and outcomes.

#### PREVIOUS WORK EXPERIENCE

#### Feb 2013 – Dec 2016 with Pennar Engineered Building Systems Limited, Hyderabad, India | Engineer (Order Management Department)

#### Jan 2011 – Feb 2013 with Delta Pre Engineered Buildings Private Limited, Hyderabad, India | Engineer (Order & Project Management)

#### APPRENTICESHIP

#### Sep 2010 – Dec 2010 with Bharat Heavy Electrical Limited Hyderabad, India

#### EDUCATION & CREDENTIALS

- Bachelor of Technology | Jawaharlal Nehru Technological University | 2010

##### CERTIFICATIONS

- Project Management Professional (PMI – PMP)

## PERSONAL DETAILS

Year of Birth: 1989 | Languages Known: English, Telugu and Hindi | Nationality Indian | Address: Hyderabad