

## ANIL CHALAMALASETTI

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### PROFESSIONAL SUMMARY

*"Project Manager with versatile and hands-on skills who leads teams to design and implement successful IT-Software/Security and Testing/Mobility projects (Ecommerce, Travel and Healthcare domain) that align business and IT objectives and deliver rapid results"*

Energetic, driven, and accomplished Project Manager with a track record of success in managing complex IT modernization and system integration projects. Sophisticated software development and engineering skills with genuine enthusiasm for resolving business challenges through technical innovation. Solutions driver who bridges the gap between business and technology while envisioning the bigger picture. Devises strategies to align multiple disciplines, coordinating efforts between business groups and driving complex systems integration for robust, high-quality systems that solve business problems and provide business results.

### HIGHLIGHTS

- Project Planning
- Project Chartering
- Agile Scrum Methodologies
- Budgeting and Forecasting
- Scope Management
- Stakeholder Management
- Resource Management (RACI)
- Problem Resolver
- Team Leadership
- Technology Integration
- Project Life Cycle
- Risk Management and Assessment
- Strategic Planning
- Technology Solutions
- Global Client Communication
- Change Management (CCB)
- Release Management
- Workforce Management
- Client Consulting
- AWS Configuration Review
- Preparation of BRD, FRD, TRD
- Handling RFI, RFP, and RFQ

### PROFESSIONAL EXPERIENCE

- ✓ Working as a Sr. Project Manager, at Team Matrix Solutions for the period of 3.1 yrs from November 2017 to Till Now.
- ✓ Worked as a Project Manager, at Sapio Solutions Private Limited for the period of 2.4 yrs from June 2015 to October 2017.
- ✓ Worked as a Business Analyst, at Neboric IT Solutions Private Limited for the period of 2.7 yrs from September 2012 to May 2015.
- ✓ Worked as a Sr. Business Development Manager, at Wevio India Info Solutions Private Limited for the period of 4.1 yrs from July 2008 to August 2012.
- ✓ Worked as a Business Development Manager, at Rsoft Solutions Private Limited for the period of 2.2 yrs from April 2006 to June 2008
- ✓ Worked as a Business Development Executive, at Dhruva Groups for the period of 1.6 yrs from August 2004 to March 2006.

**PROFICIENCY SETS**

Language & Database Handled	React Native, LAMP Stack, Mean Stack, MongoDB, RedShift, DynamoDB
PHP Frameworks Handled	Laravel, Yii, CodeIgniter, Symfony and Zend Framework
Open Source Tools Handled	SugarCRM, VTiger, WordPress, Magento, Orange HRMS
Webservices Handled	Rest, GraphQL and SOAP
Third-party Integrations Handled	Google, FB, Twitter, BaseCRM, HubSpot CRM, Zendesk, Spotify, Sound Cloud, Intercom
Project Management Utilised	Jira, AHA, Asana
AWS Handled	IAM, EC2, RDS, S3, VPC, Cloud Watch, Pin Point
Other Tools Handled	Git, Redis, Memcache and Exposure on Segment, Mix Panel
CRM's Handled	Agile CRM, Bitrix24, Capsule, HubSpot CRM, Insightly, Zoho CRM and Salesforce
ERP's Handled	Ms Dynamics, Odoo, ERP Next, Web ERP, Open Bravo

**TOTAL EXPERIENCE OF 15.9 YRS****Team Matrix Solutions**Sr. Project ManagerNovember 2017 to December 2020

- Building strong relationships with senior stakeholders within IT, Global Businesses, Finance and Operation Teams
- Working closely with their respective Portfolio Manager, the Global Practice team and their senior stakeholders to ensure alignment of their project/programme with the wider change portfolio and group strategy, values and behaviour
- Providing board level overview of progress, lead and direct multidisciplinary teams across all global businesses, global functions and regions
- Leading end to end execution and responsibility for all aspects of the project/programme, including definition, planning, execution & implementation, governance & control, financial, resource and change management.
- Owns the identification and escalation of any budgetary related risks, issues and opportunities to portfolio/function as appropriate.
- Having responsibility for effective handover of the project/programme into Business as Usual operations to support effective benefits realisation.
- Having responsibility for deploying the Business Transformation Frameworks and respective methodologies within their Programme/Project and instilling good programme/project disciplines within their project and wider team.
- Manage overall planning, execution and delivery of projects
- Defining and Tracking the scope of the project in collaboration with senior management and project status, manage and escalate project issues and risks as appropriate
- Ensure project milestones are met and determine mitigation if risk of not meeting milestones exist
- Defining and Maintaining project status reporting to leadership
- Responsible for project specific budget monitoring and activities
- Escalate project issues and risks as appropriate to senior management
- Responsible for Scope, Time, Cost, Quality, Stakeholder Management, Global Procurement Management, Risk Management and Integration

**Sapio Solutions India Private Limited**Project ManagerJune 2015 to October 2017

- Identifies and manages project constraints and conflicts
- Reporting on project status to stakeholders in status meetings and steering committees
- Introduce best practices within the team to maximize the team's productivity
- Organize the project team, making it efficient and effective, and ensure there is constant improvement in internal and external collaboration processes.
- Lead employees to meet the organization's expectations for productivity, quality, and goal accomplishment
- Create the Project Plan/Sprint Plan/Active participation in BI
- Drive different projects in travel, healthcare and ecommerce domain.
- Use IT systems to keep track of people and progress
- Ensure that the project deliverables are on time, within budget and at the required level of quality
- Technical support to pre-sales team whenever required
- Design software architecture and responsible for other project documents.
- Execute project under Agile (Scrum) per requirement.
- Perform code review activity during the execution stage.
- Defined project deliverables and Monitoring.
- Served as the single point of contact for project scheduling and changes.
- Managed the road map for product design and development.

**Neobric IT Solutions Private Limited**Business AnalystSeptember 2012 to May 2015

- Served as the single point of contact for project scheduling and changes.
- Managed the road map for product design and development.
- Preparation of BRD, FRD and TRD Documents
- Building RFP's for prospective Client(s).
- Exchanging RFI's for healthier business relationship.
- Understanding the Client(s) requirements and building appropriate outsourcing solutions for the same and finally closing the deal being in the diameter of the Client(s) jungle.
- Manage and lead Project Manager(s) as and when required.
- Keeping a close and complete track record of the daily happenings between the Client(s) and the Project Manager(s).
- Engage with Client(s) in post start-up project meetings and setting new targets, building new ventures and new ideas to enhance the quality output.
- Delivering more optimum output and meeting all the Client(s) requirements from all the dimensions of a said project.
- Accountable for completing sales objectives and general quality of service.
- Perform sales and marketing calls to reserve meetings with prospective Clients.
- Sent follow-up marketing materials and build follow-up calls/monthly until relationship is recognized.
- Call and face-to-face visit prospective, new and presented customers to assist new business.
- Carry out Client presentations expressing the value plan of products, solutions, and service offering.
- Direct efforts to develop customer experience at the point of sales.

**Wevio India Private Limited**Business Development ManagerJuly 2008 to August 2012

- Prospecting & qualifying the companies in the assigned territory in US Region.
- Ability to build the database of companies and contacts with limited support & Social Networks
- Ability to identify and contact CEO suite of contacts in an organization
- Preparation of RFP, RFI, RFQ
- Work closely with the Onsite Sales Manager to plan, organize and execute the marketing campaigns on a weekly/monthly basis
- Prepare and to meet weekly, monthly and quarterly targets
- Monitoring team performance, preparing team metrics
- Responsible for closure of deals and the signing of contracts
- Build strong relations with existing Clients.
- Identify and Develop Key Accounts.
- Heading the Sales Team with their targets.
- Ensure Building Relationship with these Key Accounts
- Handle product sales increase, individual sales efficiency and account bases by assessments sales activity plan.
- Have good exposure working on Media, Health Care, and Insurance Domains for ERP Tech.

**VALUE PROPOSITION STATEMENT**

- ✓ Determined to meet expectations and willing to perform effectively and efficiently.
- ✓ Winning in communicating with populace at each level and with the other departments as required to best serving customer.
- ✓ Excellent ability to efficiently and effectively convey presentations to large and small groups.
- ✓ Expert in a cold-calling, negotiating contract, consultative selling, forming grouping and partnering with others.
- ✓ Produced costs opportunities to support repeat sales.
- ✓ Observed new account achievement by making contact with the customer at planned intervals.
- ✓ Ensured the customer agenda satisfaction.
- ✓ Determined extra account prospective through the other product brands, places, and sections.
- ✓ Established and executed plans for tactical accounts that go beyond expectations in profits maintenance/increase, account profitability, and the customer satisfaction.
- ✓ Carried out weekly call blitzes. Recognized goal companies and main decision makers.

**EDUCATIONAL QUALIFICATION**

- ✓ M.S. (Finance) from Institute of Chartered Financial Analyst of India in 2005.
- ✓ B.Com., from Madurai Kamaraj University 2003.
- ✓ 10 + 2 from St. Thomas Jr College, Andhra Pradesh in 1999.
- ✓ S.S.C from Noble High School, Hyderabad, Andhra Pradesh in 1997.

## PERSONNEL TRAITS

- Involved in designing and deploying a multitude application utilizing almost all of the AWS stack (Including EC2, Route53, S3, IAM, Cloud Watch) focusing on high-availability, fault tolerance, and auto-scaling
- Blend of technical and business skills enabling me to effectively engage with business stakeholders building trust and strong relationships, whilst driving and challenging the business analyst and technical teams
- Partnered with designers to help define and implement User Interface
- Assisted QA team in developing Test Scripts, Test Cases and Test Plans for the User Acceptance testing
- Have the ability to recognize and develop talent via training or guidance. Coaching and mentoring of application developers and leading Research and Development initiatives by keeping current with industry and technology trends

## PERSONNEL PROFILE

Known as	Anil Chalamalasetti
Mother Tongue	Telugu
Languages Known	English, Hindi, Telugu
Hobbies	Internet Surfing, Traveling, Chatting
Passport Number	G8628147

**ANIL. CHALAMALASETTI**