



ANANTHA SUNDAR RAJAN



IT Leader with 18 years of Techno-Commercial Experience, Managing Technology - Products, Projects, People & Customers in Multi-National Organizations.

Current Designation: Head Digital Strategy

Current Company: Swartan Universal

Current Location: Chennai

Pref. Location: Bengaluru / Bangalore, Chennai, Kolkata

Functional Area: IT Software - Application Programming / Maintenance

Role: Program Mgr

Industry: IT-Software/Software Services

Marital Status: Married

Key Skills: Project Management, Delivery Management, Risk Management, Compliance Management, DevOps, Solution Designing, Python, Java, Blockchain, AI, ML, Cloud, PMP, ITIL, Digital Transformation, Program Management, Account Management, Agile, Microservices

Verified: Phone Number | Email - id

Total Experience: 16 Year(s) 0 Month(s)

Notice Period: Currently Serving Notice Period

Highest Degree: POST GRADUATE COURSE [Web Technologies]

Last Active: Jan-Mar 2021 Last Modified: Jan-Mar 2021

Jump to Section

[Work Experience](#) | [Education](#) | [IT Skills](#) | [Projects](#) | [Work Authorization](#)

Summary

Over 16 years of Techno-Commercial experience in IT industry, managing technology Products, Projects, People & Customers in Multi-National organizations. Good balance of Technology & Business acumen experienced in Manufacturing, Automotive, Aerospace, BFSI, Retail, Product Engineering Services business domains. Played various Strategic & Key Technology Roles: Account/Engagement Management, Pre-Sales, Client/Stakeholder Management, P&L, Delivery Management, Program Management, and Project Management of multiple Software Development & Maintenance Projects. Experienced in Global Work Environment having managed multisite, multicultural, cross functional & distributed teams across geographies while working for Global & Fortune 500 customers. Strong Customer Focus & Stakeholder Management skills. Exemplary record of Business Growth, Profitability, Stakeholder Value Creation & Satisfaction. Adept in building Revenue Pipelines through trustworthy relationships with customers.

Work Experience

Swartan Universal as Head Digital Strategy
Jun 2018 to Till Date

Highlights:

- Collaborated with Eco-Life UK for the design & printing of the prototype Hydrogen Infusion Machine.
- Managed all the initial programs, projects, and campaigns associated with the initial setup of the production unit using AR.
- Conceptualized an innovative market development strategy based on geo-location, demography, and anticipated first-time consumer behavior leveraging a cloud-based AI platform.
- Was responsible for the setting up of the initial IT structure, including infrastructure and all applications.
- Was responsible for High-Quality Delivery, Operational Excellence, Continuous Evolution ensuring continuous customer satisfaction and profitability.
- Was also responsible for the financial performance (P&L) of all of the initial programs.
- Created a talented, experienced, & effective distributed team with strong technical and soft skills.

Wipro Technologies as Delivery Head
Oct 2010 to May 2018

Oct'10 - May'18 - Wipro Technologies, Multiple Locations, Delivery Head

Growth Path: Oct'10 - Dec'11: Sr. Project Manager;

Jan'12 - Dec'15: Delivery Manager &

Jan'16 - May'18: Delivery Head

Highlights:

- Generated business revenue of USD 150 million for the organization in 6 years
- Delivered high-value programs & services totaling USD 220 million over a period of 7.5 years for multiple client accounts belonging to different business verticals spread across the globe.
- Delivered a \$10 million Augmented Reality Solution to a major US retailer



Important

- Using Free CV Search you have access to featured candidate profiles of Naukri. You can browse through the profiles and email the candidates of your choice directly using the email option provided. To prevent misuse of candidate information, contact details and attached resume of the candidates have been withheld.

- Delivered a \$10 million Augmented Reality Solution to a major US retailer.
- Developed an engagement (for a leading provider of Automotive Business Intelligence) from a single project \$1.32 m T&M engagement to a \$12.8 million pa.
- Negotiated a \$3 million Primavera roll-out deal into a \$13.5 million 3600 consulting, design & turnkey program for a leading aircraft engine manufacturer
- Recruited, trained & deployed 25 Engineering Graduates over a period of 8 weeks to replace high-cost contractors, saving \$2 M for a global auto OEM.
- Delivered a long-pending project in 3 months; sourced \$ 1.5 million CR to cover for the extensive cost and schedule deviation
- Accomplished \$25 million pa, 5 year AMS deal from a leading automotive parts manufacturer.
- Decreased average cost of delivery across all accounts from 65% to 47% resulting in improvement in the bottom-line profits by 18%
- Achieved high CSAT and NPS for all accounts in my portfolio, >95% and >9 respectively.

EM2 Consultants as Consulting Partner
May 2009 to Sep 2010

- Highlights:
- Design, Development, and implementation of ERP solution for educational institutions under a single flagship.
 - Established various systems & processes related to institutional interactions.
 - Establishment of Centralized Service Desk for all IT support activities
 - Implementation of In-house Communication and Collaboration Tool
 - Implementation of Open Source Ticketing System "OTRS" for incident mgmt.
 - Creation of centralized, shared, IT Service Delivery Team of 15 members within ITIL IT Service Delivery Framework
 - Created & established ITIL based processes; implemented ITSM Framework based on ITIL standards.

Quintiles as Global IT Service Manager
Jun 2008 to Mar 2009

- Highlights:
- Design and Implementation of Service Operations Center (SOC) for Supporting Business Services.
 - Design and Implementation of inter geography real time communication tool called "Clinical".
 - Launched Clinical Knowledge Database, for field experts to share critical updates and information on live clinical trials which was then converted and published as Whitepapers.
 - Introduced ISO 20001 processes, on lines of ITIL starting with Incident, Change, Problem and Release Management.
 - Real-Time Request Fulfilment process streamlining the complete approval process.
 - Simultaneous execution of work orders, thereby improving TAT by 20%
 - Service Catalogue for all services that could be provided by IT to the business.
 - The idea of a single time zone across the globe (working hours), across time zones.

Accenture as Service Center Manager
Jan 2007 to Feb 2008

- Highlights:
- Implemented Direct Talk an Intra-Organization Communication tool for supporting business services.
 - Implemented ITIL Operations & Transition Management processes.
 - OLAs with Internal Teams aligned to the contractually agreed-on Service Levels (SLA).
 - A web-based dashboard for SLA reporting with live ticket statuses.
 - Increased CSAT from 78% to 89% through standard & bespoke online status dashboard.
 - Accomplished First Time Resolution Rate (FTR) of 78%.

Quick Links Ltd. as Project Delivery Lead
May 2004 to Dec 2006

- Highlights:
- Managed a team of 26 developers and 2 Architects in a project for the Design and implementation of an Audio-Visual communication system, and an inter-hospital chat tool for supporting patients at remote locations by NHS doctors.
 - Development, implementation, and support of workflow management tools for the NHS.
 - This program reduced the operational expenditure of the Greater Manchester Area NHS by 24% between 2004 and 2006.

Amtech Technologies as IT Manager
Sep 1999 to Mar 2004

- Highlights:
- Joined Amtech as a SAP trainee, worked on FICO in 1999.
 - Was on a company-sponsored full-time Web Development (Core Java, CORBA, HTML, etc.) diploma course at Pentasoft Technologies; was a Java developer between Dec 2000 to June 2002.
 - Managed Java development teams as a Team Lead between July 2002 and Nov 2003.
 - Managed a team of 52 members as ICT Manager working on INR 25 crore pa AMS project.

[^ Back to Top](#)

Education

UG: **B.Tech/B.E (Electronics and Power)** from **University of Nagpur** in **1999**
PG: **POST GRADUATE COURSE (Web Technologies)** from **Pentasoft Technologies** in **2001**

Other Qualifications/Certifications/Programs:
PMP
ITIL

[^ Back to Top](#)

IT Skills

Skill Name	Version	Last Used	Experience
JAVA	Multiple	2018	12 Year(s) 6 Month(s)

Cloud (AWS)		2018	7 Year(s) 0 Month(s)
ERP & CRM		2017	12 Year(s) 0 Month(s)
SAAS	NA	2020	8 Year(s) 6 Month(s)
Microservices, Service Mesh	NA	2020	4 Year(s) 0 Month(s)
Python	Multiple	2020	8 Year(s) 6 Month(s)
Blockchain(DLT)	NA	2020	4 Year(s) 6 Month(s)
DevOps/ CI & CD	NA	2020	6 Year(s) 6 Month(s)
Agile Methodology	NA	2020	8 Year(s) 6 Month(s)
AI & ML	NA	2020	2 Year(s) 3 Month(s)

[^ Back to Top](#)

Languages Known

Language	Proficiency	Read	Write	Speak
English	Expert	✓	✓	✓
Hindi	Expert	✓	✓	✓
Tamil	Expert	✓	✓	✓
Bangla	Proficient			✓

[^ Back to Top](#)

Projects

- Project Title: Genesis**
 Client: **BitMinutes**
 Nature of Employment: **Full Time**
 Project Location: **Multiple**
 Role: **Other**
 Duration: **Jun 2018 - Jan 2019**
 Onsite / Offsite: **Offsite**
 Team Size: **12**
 Skill Used: **Blockchain, Project Management, Python, Customer Relationship, Business Development,**
 Role Description: **Was part of the conception team, managed the development, and was also involved in the promotion and soft launch of the project.**
 Project Details: **Development and launch of a new Blockchain-based cryptocurrency called Bit Minutes. The beauty of this currency is that its value is linked to the dollar equivalence of all prepaid minutes available in all participating mobile networks and individuals. Thus this Cryptocurrency did have actual monetary base not based on hypothetical future work equivalents or any other intangible value.**
- Project Title: MVTR (Mobile Virtual Trial Room)**
 Client: **Among the largest American Fashion retailer**
 Nature of Employment: **Full Time**
 Project Location: **Multiple**
 Role: **Sr. Project Leader**
 Duration: **Jun 2018 - May 2019**
 Onsite / Offsite: **Offsite**
 Team Size: **15**
 Skill Used: **AR, AI, Project Management, Delivery Management, Program Management, Engagement Management,**
 Role Description: **Delivery and account management**
 Project Details: **The MVTR (Mobile Virtual Trial Room) was an Augmented Reality project that aimed to provide the customers with the facility of trying out apparel remotely without actually having to visit a store or change their clothes, directly on a mobile handset. All they have to do was to stand in front of their mobile camera for the app to measure them, then they could type in their actual height, weight, and other proportions if applicable and see themselves (animated 3D rendering) wearing the selected cloth on video.**
- Project Title: Glass Salvage**
 Client: **ETG**
 Nature of Employment: **Full Time**
 Project Location: **Multiple**
 Role: **Sr. Project Leader**
 Duration: **Oct 2010 - Dec 2013**
 Onsite / Offsite: **Offsite**
 Team Size: **30**
 Skill Used: **Java, .Net, Project Management, Delivery Management, Engagement Management,**
 Role Description: **Was Responsible for Complete delivery and additional revenue generation.**
 Project Details: **GlassSalvage was an automatic Salvage value determination tool to be used by Vehicle dealers, Maintenance, Repair service providers, insurers and Auctioneers spread across Europe. The idea was to enable its users to provide a value of depreciated, accident impacted, weathered vehicles without actually having to mechanically evaluate the broken vehicle based on a number of business parameters like, depreciation, quality of materials, years and distance of use, number of times insurance claimed, number of times maintained, etc.**
- Project Title: True AV**
 Client: **NHS (UK)**
 Nature of Employment: **Full Time**
 Project Location: **Multiple**
 Role: **Sr. Project Leader**
 Duration: **May 2004 - Dec 2006**
 Onsite / Offsite: **Onsite**
 Team Size: **20**
 Skill Used: **Core Java, .Net, ASP.Net, Project Management,**
 Role Description: **Managed 3 projects as part of the overall program concurrently.**
 Project Details: **The AVlink project was to design and implement an Audio-Visual communication system and a mechanism for supporting patients at remote locations by NHS doctors. The aim was, besides providing medical services remotely, to reduce the monthly operational expenditure of the Greater Manchester Area NHS by 24% between 2004 and 2006.**
 It also involved the development and support of tools to assist Doctors and health workers in supporting remote patients like remote scanners, Voice to Text engines, remote case logging tools etc.

[^ Back to Top](#)

Alternative Action

Category: **General**

Physically Challenged: **No**

Work Authorization

US Work Status: **Need H1 Visa**

Countries: **India**

Job Type: **Permanent**

Employment Status: **Full time**

[^ Back to Top](#)

Careers - About Us - Clients - Terms & Conditions - FAQs - Contact Us - Report a Problem - Site Map - Resources
Our Partners: Jeevansathi Matrimonials - ICICCommunities.org - 99acres - Real Estate In India
All rights reserved © 2021 Info Edge India Ltd.

Careers - About Us - Clients - Terms & Conditions - FAQs - Contact Us - Report a Problem - Site Map - Resources
Our Partners: Jeevansathi Matrimonials - ICICCommunities.org - 99acres - Real Estate In India
All rights reserved © 2021 Info Edge India Ltd.