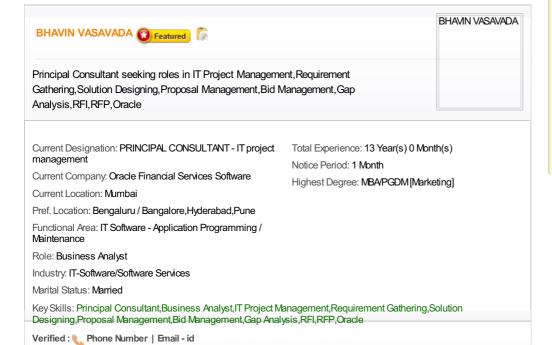


1800 102 2558 | +91 9818882211







Jump to Section

Last Active: 22-Jan-21

Work Experience | Education | IT Skills |

Last Modified: 22-Jan-21

Summary

Self-motivated, Seasoned professional with over 13 years of IT experience. 10 years with Oracle in various capacity as Bid Manager, Project Manager for OBDX Europe division. Presently working as Principal consultant.

Proven leadership skills, strong verbal and written communication, solutions orientation, problem solver, with exceptional interpersonal skill.

Work Experience

Oracle Financial Services Software as PRINCIPAL CONSULTANT - IT project management Apr 2010 to Till Date

Principal consultant, Oracle Financial services software

Presently working with Oracle Financial Services Software (i-flex) Ltd as Principal Consultant for Oracle Banking Digital Experience Product. As part of Digital Banking consulting team, managing Bids and projects related activity for Europe bases clienteles. Expert in managing and executing complex deals for Digital Banking and Banking APIs.

Good functional knowledge of OBDX product core activities, Origination, Retail servicing, Corporate servicing, Merchant payments. Also having fair knowledge of Europe payments like SEPA (Single Euro Payments Area) and India specific payments system like NEFT, RTGS and IMPS.

Bid Manager

Since 2016, collaborated with sales on RFI / RFP responding and providing solution and prepare proposal. For the present financial year responded close to 20 banks for more than \$25 million worth of RFPs and successful won \$8 million dollars.

Create Proposal presentation for the requirement based on RFI/RFP. Bid planning is essential part of winning projects in competitive market. Bid plan includes defining high level solution, establish bid team, formalize deal strategy and develop Bid plan response

Define bid objective to define solution components with stakeholders on Upgrade/Greenfield project type, CEML's, Known Gap, Define bank's Infra, hosting services.

Develop pricing and resourcing scenarios in collaboration with Business Development to strategies on best response on proposal.

Create Project governance document, prepare internal game plan and formalize RACI Matrix for deal

Prepare internal approval documents like Bid profitability sheet, Mobility cost estimators, Risk assessment sheet, Draft contracts and exhibits etc. for approvals.

Track and communicate bid status, plans, timelines, action items, risks and issues to stakeholders.

Producing detailed, cohesive, well-structured responses to the questions posed in tender documentation.

Prepares contract fee schedules based on proposed pricing and due diligence findings to be included within contract. Manage quality of the Oracle proposal and contract to highest standards and in line with business objectives.

Prepare and present product demo to client functional users.

Interact and manage cross functional teams and work on implementation plans with internal and external resources (domestic/international/Suppliers/Vendors teams)

Synchronize contract requests with Oracle legal and deal team on preparing contracts. Execute winning contracts and share with delivery for project execution

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 oriare with derivery for project execution.

Achievement:

Conceptualized and developed Automated Proposal Process tool to expedite proposals for the region. This was shared with APAC, EMEA regions that helped Bid Managers in expediting proposal process.

Developed and Improved Resource and revenue planning process for the region. This has helped region in accurately planning and forecasting resources efforts and revenue at group level.

Project manager

Oracle certified Level 1 project manager and pursuing level 2 project manager certificate to manager PCL 2/3 complexity project. Lead 10 Europe banking projects (around \$150k size) for Manage services, Customizations & Training and Support Projects.

Presently managing below project

Alpha Bank (AUG 2019 - MAR 2020)

strong customer authentication

Alpha Bank Romania is looking for strong customer authentication using entrust for their retail and corporate clients on Oracle Banking Digital experience 17.1. Presently bank is using Symantec security solution using hardware token which will be replaced by Entrust software token. As project manager following activities are carried out Interact with client on project progress, handle issue and escalations.

Discuss project progress internally with team and plan for development activity.

Agree on functional specification document before initiating project activity with client and get sign off.

MULTIPLE SALES ASSIGNMENTS as BUSINESS DEVELOPMENT MANAGER May 2006 to Mar 2010

Liaised with clients to identify requirements and delivered presentations & conducted product walkthroughs for the clients

Prepared technical & commercial offers, proposals and handled contract, billing related formalities & documentation Identified key, institutional accounts to secure profitable business, customized products as per market trend & clients' requirements and provided feasible solutions in coordination with the technical team

Developed & maintained sound business relations with major clientele, provided quality service delivery, ensuring optimum customer satisfaction

^ Back to Top

Education

UG: B.Tech/B.E. (Computers) from oriental institute of science and tecnology in 2002

PG: MBA/PGDM (Marketing) from ICFAI Business School Bangalore in 2006

^ Back to Top

IT Skills

Skill Name	Version Last Used	Experience
Microsoft Office	2021	10 Year(s)
JIRA	2020	2 Year(s)

^ Back to Top

Languages Known

Language	Proficiency	Read	Write	Speak
English				

^ Back to Top

Affirmative Action

Work Authorization

Category: General Job Type: Permanent

Physically Challenged: No Employment Status: Full time

^ Back to Top

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