

Atul D. Gandhi

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Professional summary

Rich experience of over 20+ years in the Banking domain with comprehensive large-scale Project implementation, management. A combination of strong understanding of the BFSI domain and a techno functional approach to Solutions Consulting has helped me in designing and implementing robust & scalable technology based banking & financial services solutions to clients across industry verticals like FMCG, Manufacturing, Automobiles, Telecom

Rich experience in various roles focusing on Transaction Banking, Corporate to Bank Integration & Delivery Channels, has been instrumental in building skills across solutions consulting, solution Delivery & product Management and also functioning as an effective partner in enabling Sales.

Areas of Expertise

- Strategic Planning, Technology Direction, Product Design/Delivery & Implementation
- Various Digital technologies Integration & implementation
- Change, delivery & Incident Management
- Project Management (Agile) from initial concept, development to implementation
- Global SAP, SAP4HANA, ERP, CRM, Implementation & Integration solution
- Cost Management, Budget controls
- People, Vendor, Channels partners Management
- Customer Service skills
- Comprehensive large-scale management
- Strategic planning, and problem resolution
- Demonstrating dynamic communication and relationship management

Work History

IDFC FIRST Bank Ltd.

Apr 2019 to Conti..

Vice President

Product Development & Implementation

- Led, managed & coached the team responsible for Product Delivery & Project Management in the Transaction Banking Services business with focus on ERP integrations and File Delivery channels for clients in different industry verticals.
- Closely interacted with client & internal stakeholders to define, plan and provide senior oversight for a variety of multi states & multi regional EB and Cash Management implementation projects.
- Executed & closely managed several key corporate to bank integration projects from RFP through Implementation & Support phases
- Made significant contributions towards solution standardization to increase efficiency for clients
- Built & developed the team into a multi-dimensional outfit enabling them to function as sales enablers, solution consultants and seamlessly manage regional & global projects
- Liaising with all internal & external stakeholders including IT, Products owner, Coverage RM's, Operation Team, Compliance team etc. for gathering requirement, prepares Business Requirement Document (BRD) & Functional Specification Document (FSD).
- Liaise between clients and cross-functional internal teams to ensure the timely and successful delivery of solutions according to client needs.
- Relationship Management with internal & external clients & ensure high level services of large corporate, MME, SME, BBG clients for various online channels
- Conduct service reviews to identify and close gaps between clients needs and service delivery
- Work with Digital Banking & Product team for robust and scalable online banking channels development for BB, SME, small segment clients

- Execution of CMS payment, Collection and Liquidity module as per the need of corporate.
- variety of multi EB products & Cash Management products delivery & implemented like Cards Gateway, H2H – SFTP, Various API's (Payments, Enquiry, Penny Drop, VAMIS Enquiry etc.), E-NACH, NACH, BBPS, Virtual accounts, Micro sites development & integration, SAP Extractor, SAP-PI integration, Kiosk machine integration, Mobile Apps, Net banking setups, etc. Likewise payment through Amazon cloud technology.

IDFC Bank Ltd.
Senior Associate Director
 CMS Product Implementation - Large Corporate
 Transaction Banking Group

Feb 2016 to Mar 2019

HDFC Bank Ltd.
Team Lead – Electronic Banking Solutions
 (Gujarat, Rajasthan, MP, Pune, Goa)

Jul 2004 to Feb 2016

- Offered collection & payment transactions automation via Electronic Banking, Cash Management System, Digital Banking & E-commerce solutions to the small, medium, and large scale clients and ensuring the 30% growth year on year on electronic transactions conversion / migration.
- Provided unique & innovative integrated electronic Banking solutions to Government sectors, B2B, B2C, retails, corporate, NGOs, Temples, and Religious Trusts.
- Leading higher end system integrated solutions like SAP – H2H, SFTP, SAP Netweaver, IDOC, XML, etc. for auto payment & receipts for corporate, ECG & SME clients.
- Directive in engagement of the team with all levels of stakeholders across verticals & also a line teams' key requirements.
- Working with various business verticals of Bank, project managers, and the Project stake holders / owner to ensure the roll-out activities, including implementation, training, POA, procedures and approvals of projects.
- Demonstrating dynamic communication and relationship management talents in establishing and promoting key alliances with organizations, associations, vendors, and consultants with proven record of accomplishment critical deals.

Project Lead
 Wipro Infotech Ltd.
 [Site: HDFC Bank Ltd.]

Apr 2001 to Jul 2004

- Managing IT services of HDFC Bank 102+ Branches Gujarat with team of 20 support personnel's.
- Leading direct operations of information Technology, Business Process Management, Network/Systems solution & Integration.
- Setting up for 50+ new branches and migration of the Branches (from 16bit to 32bit).
- Project management, monitoring, tracking & periodic updates to all the stake holders.
- Proactively enhanced & manage IT security & Network Operations.
- Team performance through strategic reorganization, sound management and development & implementation of improved Project allocation practices and operational processes.
- Audits of Bank's Fixed & IT Assets of all over the branches and Offsite ATMs of Gujarat.
- Dealing with vendors, agencies, consultants & MSP effectively for their deliverables.
- Report submission as per the ISO9002 & Six Sigma Accuracies.
- Commissioning the Lease Lines, ISDN and aggressive follow-up with DOT officials.
- Imparting user level and administrative training to internal customers.

RAP's Middle East L.L.C., DUBAI
 Manager - Operation

Jan 2001 to Apr 2001

Project Manager - IT
Wiptech Inc. Pvt. Ltd, Ahmedabad
 [Site: HDFC Bank Ltd.]

Apr 1998 to Dec 2001

- As a Project Manager, handled various projects related to system development, increasing system performance, installation of servers, Bank software / applications, migration with the database as well as

other applications. Following are some of the significant projects which have been undertaken during the tenure.

Significant projects:

1. Project: Lotus Notes Server and client Installations on NT and Novell Servers

Client: HDFC BANK Ltd. – Gujarat

Description: Project for Migration from CCMAIL mailing system to Lotus Notes, which includes migration of the servers and Clients' desktop / laptops. Installation of Lotus Domino Server Version 4.6 on 42 Novell Servers running 5.0 and Installation of Lotus Notes on each individual PC of bank employees having Win95 and Win98

Duration: 1 month

Team Size: 6

Environment: Novell 5.0 and Notes Administration with Notes Client in Win 95/98 PC's and NT 4.

2. Project: Asset Management

Client: HDFC BANK Ltd. – Gujarat

Description: Project for Asset Management includes collecting the data related to IT equipments from all the branches as well OFFSITE ATM's entire Gujarat. Co-ordination with Central and Finance Team for verification and audit of the assets of HDFC Bank Ltd. / Publishing accurate Data to the Senior Management of the bank. Coordinated & migrated of excess Assets to desired branches across Gujarat and result in huge cost saving for the bank.

Duration: 2 months

Team Size: Local 1 / Remote 10

Officer-Revenue

Apr 1997 to Mar 1998

Wiptech Inc. Pvt. Ltd, Rajkot

Education

- Bachelor of Commerce, Computer Science – Saurashtra University (1998)
- Certificate in Computing – Indira Gandhi National Open University (1999)

Accomplishments

- Certification in Increase in %age of stock and commodities exchange through electronic mode using Lean Six Sigma Project Management Methodology.
- Program Completion Certificate in Transactional quality using Six Sigma (TQSS).
- Commitment to Quality Recognition Award in the Six Sigma Project titled "reduction of Enet Queries"
- Two Gold Star Awards for implementation / integration of large projects.

Co-Curricular Achievements

- Certificate of Wipro Competency Assessment in Windows NT
- Certificate of Wipro Competency Assessment in Win95-98
- "National Cadet Corps" Certificate.
- Certification in "Saurashtra Hindi Prachar Samiti".
- Certification in English Course in "Shree Dharmarth Ratri Vidhyalaya".