Syam C Sunder

Business Value and Sales Strategy Consultant - VMware | Solution Consultant - Capgemini Technologies

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SKILLS

Digital Transformation, Cloud Strategy, IT Cost Optimization, Program Management, Business Strategy, Technology Consulting, Enterprise Sales, Competitive Positioning, Consultative Selling, Value Engineering, Cloud Economics, Stakeholder Management, Account Management, PMO, Project Management, Change Management, Business Analysis, Business Development, Financial Analysis & Modelling, Planning & Budgeting, Pre-Sales, Agile Methodology, Private and Public Cloud, Cloud Computing, Multi-Cloud, Hybrid Cloud, AWS, Azure, RFX, IaaS, SaaS, GTM Strategy, Offer Management.

WORK EXPERIENCE

VMware
April 2022 - Dec 2023

Business Consultant, Strategic Pursuits - Cloud Transformation

- Working with Enterprise customers to expand the VMware product portfolio and strategically maximizing annual recurring revenue from enterprise customers across various industries.
- Influenced $150M+ in Cloud Sales by delivering various strategic pursuits focusing on enterprise transformation initiatives aligning with VMware offerings with an impactful value-based consultative approach.
- Working with cross-functional teams (Sales, Account Executives, Solutions Engineers) in positioning VMware's perspective to develop discovery assessments on customer current IT capabilities & business needs, defining future state and technology roadmap, offer management, benchmarking, TCO/ROI analysis, cost-benefit proposition, and competitive assessments focusing on product features.
- Collaborating with the product team to identify the SKUs as per the proposed solution roadmap and package the SKUs to derive various investment options that benefit the customer financially.
- Elevating executive discussions by presenting to a CxO-level audience with a comprehensive solution approach, total investment required, and financial outcome justifying customer investments in VMware Portfolio including Cloud Foundation on AWS/Azure/Google Cloud, Multi-Cloud, App Modernization, Data Center/Private Cloud Management, Digital Workspace, and Zero-Trust Security.
- Conducting workshops with customers to showcase business value for proposed opportunities in the Cloud and past solution deployments to align with the full customer lifecycle.
- Developing customized Excel-based value models for customer business use cases enumerating transformational value across IT CapEx & OpEx, Developer & workforce productivity, Hybrid Cloud Agility, zero-trust security, and other business benefits.

Capgemini Technologies
June 2019 - Apr 2022

Presales Solution Consultant, SAP Consulting

- Led Go-to-Market initiatives to build and manage the pipeline of new opportunities from existing as well as prospective customers.
- Successfully delivered competitive solutions for the RFx's in SAP S/4 HANA Cloud, IaaS/Cloud Computing, and digital workspace across various industry verticals achieving over $60 million in sales with an average deal size of more than $5mn.
- Identified client challenges/pain points to turn into opportunities with detailed solutions, future state architecture, implementation plan, customer technology roadmaps, comprehensive financials, and product enhancements, along with resource estimation.
- Collaborated extensively with cross-functional technical, legal, and leadership teams to create various win themes, competitive pricing, and strengthening opportunities with a business case, ROI analysis, and value propositions in alignment with the customer's business objectives.
- End-to-end solution management right from the information gathering phase to project handover to the delivery team including bid planning, task assignment & schedule for completion, bid queries, handling audit, legal and service line approvals.
- Presented proposed solutions & commercials to the customer in various workshops, and created project schedules, budgets - fixed and T&M, RACI, Statements of Work (SoW).

Capgemini Financial Services
Jan 2014 - April 2017

Transformation Consultant

- Transformation Consultant for a global client in Insurance to implement Oracle's Procure-to-Pay E-Business Suite which is a multi-country transformation in the procurement vertical of the business.
- Assessed program requirements, defined project scope, established timelines, and developed project governance. Created a detailed project plan outlining risks, dependencies, and milestones.
- Planned and conducted design workshops, and business impact analysis for change across Asia-Pacific, created fit-gap analysis, and secured sign-off on the final design requirements.
- Partnered with the key stakeholders to identify the list of suppliers/vendors and their categories to develop the final vendor master for the regions in scope.
- Identified the list of approvers for various categories under procurement and finance by working with the country-level leaders and ensured that these requirements were captured in the build as per the purchase category and dollar value of the order.
- Coordinated with the demand generation team to onboard project resources, and ensured the resources were brought up to speed on the project scope.
- Assessed concerns and dependencies in each region, mitigated risks through collaboration with workstream leads, and implemented agreed-upon actions in steering committee meetings.
- Increased the system adaptability among the end-users by quantifying the value of implementing an end-to-end P2P system for all the major functions.
- Identified and prioritized the change request & managed the change process by evaluating the potential impacts on the project milestones.
- Identified the training and upskilling needs of affected stakeholders, created an end-to-end training plan, and developed comprehensive training materials, including E-learnings, Process Flow documents, and FAQs, and executed end-to-end training for key stakeholders to adopt the new procurement operating model.
- Formulated and executed an effective targetted communication strategy as per the user group in the form of newsletters, e-mail communication, and publishing on the company web portal and ensured that the business understood the new ways of working.
- Identified UAT participants for each region, conducted UAT workshops, secured UAT signoff, and addressed post-Go-Live issues & concerns.

EDUCATION

Symbiosis Centre for Management and Human Resource Development
June 2017 - March 2019

Master of Business Administration

CGPA: 7.64/10

G Pulla Reddy Engineering College
July 2010 - April 2013

B.Tech in Electronics and Communication Engineering

CGPA: 7.54/10

CERTIFICATIONS

Certified Scrum Product Owner
August 2021

Scrum Alliance

Certified Scrum Master
June 2021

Scrum Alliance