

# Sunil Kumar K

(AI Strategy Head/Project Delivery Manager- Digital Transformation (AI, DL, ML & RPA))

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A successful result-oriented professional with approx. **13 + years** of diverse experience in Project Management & Transformation and Client Relationship Management. Handled various projects in **Deep Learning (Fintech), Machine Learning (Fintech), RPA(Fintech), ERP, Planning, Budgeting and Implementation for clients in Health care, Retail, BFSI, Industry** etc. Lucratively pointed out the errors in the early stages to avoid time/cost expenditures, able to work as a strong team player and deliver Organization goals, projects, programs and services in agreed timelines, scope and quality to meet and exceed customer satisfaction index in a cost-effective manner while keeping team's morale high. Proven track record with the **highest achieved** rate in all Projects and services delivered as Project/Program Management professional and handling teams across different time zones.

## KEY COMPETENCIES & SKILLS ACQUIRED

### In Project / Program Management:

The interface between Senior Management, Marketing/International operations, Mfg. operations, Product Planning & Product Development Team as well as Project CFT. Facilitating Sr. management and functional heads for resolving issues and decision making. Managing the interest of all stakeholders/Cross-functional teams in the project. Managing product strategy roadmaps, resource estimates, work breakdown plans, time plans and communication management. Defining Project Scope/strategy, objectives, Program Planning. Program Capex & revenue investments planning. Monitoring & control, tracking of cost & inputs to the business case.

Strong experience in **AI, Machine Learning, Deep Learning, Big Data, Data Science** (Handled projects on Java, J2EE, Python, PHP, .NET, MVC, Angular JS, React Native, SQL, ASP .Net., VSTS, Embedded, Xamarin technologies)

MIS report/ presentation preparation for senior management reviews; make amends to activities/plan; supporting project owner & project leader on resource availability & facilitate/ drive the process flow. Ensuring the whole product development follows the available new Product Development. Tracking of time, cost and quality deliverables of the project. Change management for Marketing/IO, Govt. regulation & Quality improvement requirements. Program workflow creation, execution & control & Facing audits for projects. Participating& witnessing sign offs, design reviews & management reviews.

### AI/Data Science/Machine Learning /Deep Learning:

Basic Python coding skills, Deep Learning and Machine Learning technologies knowledge – NLP, Computer Vision, NER, Comprehend, Kerasflow, Pytorch, NumPy, pandas, OpenCV.

**AWS:** EC2, Storage S3, AWS Textract, Cloud watch, Sagemaker, Lambda, RDS.

**Robotic Process Automation:** Good exposure to RPA with Automation Anywhere projects.

## ATTRIBUTES

People Manager, Leader, Critical thinking, Expert Presentation skills, Finance & Accounting, Problem-solving skills, Willingness to travel, Multitasked, Expert communication skills, Team motivation, Driving business innovation, Persuasiveness, Influencing, Delegation, Teamwork, Succession planning, Negotiation, Conflict Management, Adaptability, Robust documentation, Stress tolerance & Decision-making.

## PROFESSIONAL EXPERIENCE & ACHIEVEMENT

### **Freelancer (March 2024 – Till Now) – Agentic AI/ Gen AI /AI / AR/ VR**

**Bangalore**

- Completed Postgraduate Diploma in AI (PGDM) at IIITB, with a research focus on Digital Twin technologies.
- Led the successful implementation of a Digital Twin proof of concept (POC) for the Slabcaster, focusing on improving slab quality and extending caster lifespan.
- Collaborated on IoT sensor integration to capture real-time data from the Slabcaster, enabling data-driven decision-making.
- Deployed Generative AI (Gen AI) and LLaMA models in a strategic department of the Steel Industry, driving innovation and process optimization.
- Managed the execution of VR/AR projects across diverse sectors, including Manufacturing, Construction, and Education, enhancing operational efficiency and training capabilities.
- Ensured VR training simulations were delivered in alignment with defined SOPs, providing immersive, scenario-based learning experiences.
- Spearheaded the development of practical educational scenarios for VR and AR, enhancing learning outcomes in the education sector.
- Provided 1X and 3X development views for a prestigious construction client, ensuring project visibility and alignment with customer requirements

### **Sapiens Private Limited (August 2023 – February 2024) Project Manager**

**Bangalore**

- Acquired comprehensive knowledge of Life and P&C insurance products, offering customer support.
- Engaged in kickoff meetings for the Insurance client in providing the project plan with the major milestones
- Involved in estimating project efforts and required resources.
- Handled customer inquiries, ensuring timely and tailored solutions.
- Delivered weekly updates to both customers and internal managers consistently.
- Managed resources within budget constraints, aligning project plans with specific requirements.
- Compiled RAID log statuses alongside burndown charts for monitoring purposes.
- Engaged in Scrum daily meetings, sprint planning, retrospective sessions, and backlog creation.
- Successfully resolved third-party API integration issues.

### **SLK Software Services Private Limited (August 2022 – August 2023) Project Delivery Manager**

**Bangalore**

- Engaged in kickoff meetings for the Insurance client in providing the project plan with the major milestones
- Involved in estimating project efforts and required resources.
- Collaborated with the Data Annotation and Machine Learning teams to ensure project timelines were met.
- Provided weekly updates to the client and ensured that the IT architecture was designed, and infrastructure properly deployed to GCP and servers with secure access.
- Prepared status reports and RAID logs with the mitigation plan for internal stakeholders on a weekly basis.
- Identified and resolved issues with the Data Annotation team and supported them as needed.
- Prepared the project closure document and change requests, including acceptance criteria. Lastly, I oversaw quality control for the client's validation of the output applications.

### **Idexcel Technologies Private Limited (May 2021 – May 2022) Technical Project Manager**

**Bangalore**

- Involved in technical meetings for the optimization of the solution and revamping the infrastructure of the existing solution for better performance.
- Working with the AI and RPA teams to resolve the challenges in the solution and automate the mundane, repetitive tasks for the growth of the organization.
- Determining the new tools and technologies and modal creation in the Machine Learning aspects.
- RPA, Automation Anywhere licensing and providing my assistance in connecting the AWS EC2 instances and SSH'ing them to work.

- Providing the grooming sessions to AI and RPA team to initiate the task and continuously support them to reach their goal within the deadlines.
- Handled AWS services such as EC2, S3, AWS Textract, cloud watch, Elastic Container and Lambda function with the support of the AWS team.
- Determine the team issues and facilitate them with the supporting teams.
- Expertise in JIRA project management tool to handle the sprints and update the confluence page with the project requirement documents.
- Providing Bi-weekly status to key stakeholders with the low lights, high lights, Risks with the roadmap planner for a month.
- Creating the release notes with the releases and pushing the logic to the various environments such as QA, UAT, DEMO and Production.
- Handling the unit testing, regression testing and breaking down the silos between the various teams for better testing methodologies.
- Involved in the financial-based project and lead the team to reach the goal for the requirement of the client.
- Handled various sprints involved with the Deep Learning /Machine learning /RPA based tasks.
- Determine and triaging the tickets raised by the onsite team and provide the timelines for each bug, enhancement and story.
- Providing the sprint review to the key stakeholders and preparing the retrospective for each sprint and sharing the information with the team members for their sprint taken actions.
- Preparing the requirements gathering documentation and creating the change request and taking the approval from the relevant stakeholders.
- Conducting daily scrum meetings and ensuring the team is cleared about the daily tasks assigned.

**Rubirth IT Solutions Pvt.Ltd (October 2014 –Dec 2020) Project Manager**

**Bangalore**

- Plans, directs and coordinates the team's activities to manage and implement the project and/or interrelated projects from contract/proposal initiation to the final operational stage.
- Determines, monitors, and reviews all project economics to include costs, operational budgets, staffing requirements, resources, and risk.
- Leads the project team in determining client requirements and translating requirements into operational plans.
- Identifies and assembles the appropriate blend of resources to meet project needs and requirements; manages sub-contractors.
- Plans, schedules, monitors and reports on activities related to the project.
- Develops project control and reporting procedures and manages changes in the operational plan.
- Undertakes status review meetings among project team members and clients.
- Works with management on project proposals, bids, contracts, estimates, and schedules.
- Coaches and advises team members to accomplish project goals, meet established schedules, and resolve technical/operational issues.
- Proactively influences customers to apply project-planning methodologies.
- Ensures adherence to legally binding requirements.
- Controls project requirements, scope, and change management issues.
- Establishes appropriate metrics for measuring key project criteria.
- Develops, proposes, and negotiates project proposals, quotations, and add-ons to leadership and then the client.
- Analyses needs and recommends appropriate planning concepts and tools to be used for all facets of planning, scheduling, and tracking projects.
- Analyses project progress/costs and facilitate the development of recommended alternatives.
- Integrates and uses Project Management methodologies.
- Creates communication plans, ensuring that appropriate information is exchanged among key stakeholders.
- Provides reliable financial forecasts to management.
- Manages internal as well as external resources.

**Rubirth IT Solutions Pvt.Ltd– (August 2012 – October2014) Project Co-Ordinator).**

**Bangalore**

- Responsible for the delivery of moderate/high complex, moderate/high-risk projects/programs. Accountable for project quality, Time and cost
- Accountable for project delivery end to end from the account planning process to closure of project and revenue successfully earned
- Establishing project governance. Responsible for the delivery and daily management of activities.
- Working with Resource Management on project staffing. Accountable for delivering projects on time, within budget and to the satisfaction the customer and sales. Holds responsibility for achieving the Bar of Excellence as the highest level of Customer Satisfaction.
- Provide performance feedback to management and team members.
- Staying abreast of current industry trends and new technology through professional associations, trade journals, networking, and associated training and seminars.

**Kenspeckle Infosystems Pvt.Ltd (July 2011-August 2012).**

**Business Development Manager**

**Bangalore**

- Tracking project deliverables by using appropriate tools such as Microsoft Office Project/Project Rollout template
- Monitor and control team performance against each plan
- Leading, motivating and developing the project team throughout the lifetime of the project.
- Provide direction and support to the project team
- Planning and Execution of Delivery projects from initiation till Closure
- Identify rising business opportunities and build long-term relationships with prospects as well as evaluate the current performance of the business and find ways to help the business reach its full potential
- Conduct research to identify new markets and customer needs
- Arranging business development meetings with prospective clients
- Develop goals and objectives that tend to growth and prosperity
- Design and implement business plans and strategies to promote the attainment of goals
- Ensure that the company has the adequate and suitable resources to complete its activities
- Supervise the work of employees and provide feedback and counsel to improve efficiency and effectiveness.
- Maintain business relationships with partners, vendors and suppliers
- Gather, analyze and interpret external and internal data and write reports
- Represent the company in events, conferences and campaigns
- Identifies trendsetter ideas by researching industry and related events, publications, and announcements; tracking individual contributors and their accomplishments.
- Handling all the business development activities such as promotions, sales campaigns etc.
- Managing sales team inside and outside the state and attending their business calls for business expansion
- Protects the organization's value by keeping information confidential
- Scheduling & driving weekly/Monthly/Adhoc project progress calls with project team and client, problems and solutions
- Accountable for Assessing the effect of change on the projects with respect to scope, costs, timescale and resource needs and report these appropriately
- Performing project evaluations and assessment of results for customer sign-off
- Responsible and accountable for preparing, maintaining and updating complete project documentation as per PMP / customer- specific guidelines
- An active member of the Project Governance Team, responsible for defining/restructuring/designing Training methodology, Audit and project doc

## **EDUCATION DETAILS**

MBA from Loyola Academy  
Second Masters in AI from IIIT (PGDM Completed) / Done Research on Digital Twin  
B.Sc Degree from Loyola Academy, 2008

### **Achievements:**

Recognized for several team motivation and team engagement activities  
Active participant in project governance team streamlining processes

### **PERSONAL INFORMATION:**

**Date of birth**      May 1985

**Passport Status**   Yes

I hereby declare that the above-mentioned information is correct up to my knowledge and I bear the responsibility for the correctness of the above- mentioned particulars

Sunil Kumar Kala

Date :