

Varun Rastogi

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Profile

Experienced professional with over 8 years in **Pre-Sales, Project Management, and Technical Consulting**, specializing in delivering tailored solutions through **effective stakeholder collaboration, RCA, Demos etc.** Proven ability to **lead cross-functional teams, drive projects** from inception to completion, and **align technical solutions** with business needs. **Skilled** in optimizing processes, **enhancing efficiency**, and generating \$10M+ in revenue through **strategic consulting** and innovative solutions.

Core Strengths

- Pre-Sales & Technical Consulting
 - Project Management (Handled projects worth \$10M+)
 - Client Needs Assessment & Solution Design
 - Stakeholder Engagement
 - Agile Methodologies
 - Lean and Six Sigma principles
 - Root Cause Analysis (RCA)
 - Product Demos & Presentations
 - Cross-functional Team Leadership
 - Automation & Process Optimization
 - Data Analysis & Reporting
 - Market & Competitor Analysis
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Employment History

Pre Sales & Technical Manager (Program & Product Management) at Brane Enterprises (Jan 2024 – Present)

- **Orchestrated & Lead a project of \$3M Digital Health System** on a low-code platform for a major hospital chain, **managing** a team of 30 to connect 6 critical healthcare services.
 - **Enhanced solution scalability** by designing solutions after breaking down customer problems into components using platform capabilities.
 - **Elevated operational efficiency by 25%** through stakeholder collaboration and the design of customized solutions, delivering over **50 features** for a hospital in Mexico.
 - **Boosted client conversion rates by 20%** by conducting technical demos that aligned product offerings with business requirements.
 - **Accelerated sprint delivery rates by 15%** by managing multiple cross-functional teams and prioritizing product releases, resulting in faster time-to-market for new features.
 - **Mitigated project delays** by creating comprehensive project charters that clearly defined scope, objectives, and timelines.
 - **Enhanced decision-making for future product development** by delivering post-implementation reports and insights to stakeholders.
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Project Manager at Delhivery & Xpressbees (Busybees) (Mar 2022 – Jun 2023)

- **Create and maintain a project charter** outlining scope, objectives, timelines, and stakeholders.
- **Develop and manage detailed project plans**, including schedules, resources, and budgets.
- **Cut operational costs by 15%** and **enhanced delivery times by 35%** by directing end-to-end project management for the automation of logistics processes.
- **Tracked** project progress and **reported** key milestones to senior management and **provided** regular updates to stakeholders, **ensuring** all KPIs were met & business objectives are **aligned**.
- **Ensured successful project execution** and alignment with business goals by managing relationships with vendors, internal teams, and stakeholders
- **Defined scope and success criteria for PoC (Proof of Concepts) projects** by collaborating with prospective clients to align project goals with business needs.
- **Increased throughput and reduced downtime** across 10 distribution centers by applying **RCA & Lean and Six Sigma principles** to resolve bottlenecks.
- **Cut project timelines by 20%** and improved efficiency by spearheading a PoC (Proof of Concepts) project, Implementations to integrate new automation technologies.

- **Increased operational efficiency by 20%** by conducting post-project reviews and implementing improvement strategies.
- **Led** Agile ceremonies such as sprint planning and daily stand-ups, **improving** sprint delivery rates by 15% and **maintaining** team alignment.

Solution & Mechanical Consultant at GreyOrange (May 2019 – Mar 2022)

- **Boosted warehouse performance by 40%** with AI-driven automation solutions tailored to client KPIs and goals.
- **Improved customer experience** by aligning solutions with client objectives.
- **Streamlined stakeholder communication** across clients, vendors, and teams, ensuring clear understanding and execution of requirements.
- **Kept projects on track** by providing regular updates on status, milestones, and issues.
- **Maintained quality standards** by ensuring all deliverables adhered to best practices and industry norms.
- **Ensured timely delivery** by overseeing testing phases to meet specifications and deadlines.
- **Optimized performance** through detailed engineering designs, meeting KPIs and SLAs.
- **Refined designs** using virtual simulations to improve real-time results and reduce risks.
- **Collaborated with cross-functional teams** to achieve design and implementation goals.
- **Drafted key documentation** like Functional Specs and validation plans for streamlined testing.
- **Delivered functional products** by combining expertise in design, engineering, and manufacturing.
- **Ensured compliance** with industry and ergonomic standards in all designs.
- **Led end-to-end** efforts in prototyping, testing, and commissioning, ensuring successful execution

Team Lead at Vegazva Engineering (Mar 2016 – May 2019 & Jun 2023 – Jan 2024)

- **Reduced turnaround time by 20%** by leading a team of 10 engineers in designing mechanical solutions for various industries, optimizing design workflows through RCA.
- **Increased team productivity and reduced manual errors by 15%** by automating 3D design processes.
- **Secured \$1M+ in new business** by coordinating with clients to gather requirements and deliver tailored technical design solutions.
- **Improved project output by 25%** by providing training and mentoring on advanced CAD software to 50+ team members.
- **Improved design accuracy and client satisfaction** by delivering technical consulting services on mechanical design standards.

Education

MBA (Business Analytics) – IMT CDL (2018-2020)

B. Tech (Mechanical Engineering) – ITM University (2012-2016)

GATE Qualified – First Attempt

Achievements

- Multiple promotions, starting from Intern to GMC Trainee to Sr. Engineer to Team Lead & then to Manager, due to exceptional performance and out-of-the-box thinking.
- Recognized for successfully delivering multiple global projects and achieving high levels of client satisfaction.
- Consistently praised by clients for innovative problem-solving and technical expertise.

Technical Skills

- Project Management Tools: Jira, MS Project
- Data Analysis: Advanced Excel
- Windchill PLM
- 2D & 3D CAD Software: AutoCAD, CREO, SolidWorks, Catia, Inventor
- Automation & AI-Driven Solution