



**UJJAL CHAKRABORTY** Mobile: +91 99800 10532 ~

E-Mail: [ujjal.raja.c@gmail.com](mailto:ujjal.raja.c@gmail.com)

### **Leadership Profile with Professional expertise in ...**

Strategic Enterprise Management  
Organizational Change Management  
Software & Service Sales & Delivery

Business Planning and P&L Management  
Key Global Account & Risk Management  
Business Transformation & SAP ERP Consulting

### **Profile Summary**

Born April 30, 1968. Inquisitive with attention to details. Ujjal holds a **B. Tech** in Mechanical Engineering from **IIT (DH) India**. List of career goals also include a desire to contribute effectively to society. Simplicity & profoundness appeals him.. Ujjal thrives in an atmosphere of intellectual challenge, mutual respect, collaboration and team oriented leadership-roles. A strong group facilitator among capable leaders and successful team players

Ujjal was appointed as **CEO** - to Lead Strategic Advisory & Business Solution and Transformation initiatives at **JD Software** Consulting with primary objective of enhancing its "Market-Maker" role in deployment of new application & technology solutions across various industry verticals, and maintaining the Company's leadership position in the market.

Professional with over 28 years of business & leadership experience, last 14 years of his global experience at **SAP AG** as **Principal Director**, has been in managing P&L delivery and building & leading SAP Practice & Industry teams at SAP India, APJ & USA in field of consulting sales, product & portfolio management, **Strategy & Alliance Management**, **Brand building**, **business-development & delivery**. He lead SAP India field practices across enterprise applications, information platforms, business development, program management, organizational design, change management, **M&A**, succession planning, knowledge management, team development, incentive & recognition practices in business operations, and having proven track record in **value-based consulting initiatives** across multiple industries and corporations.

As CEO, his major duties also include **governance** of effective operations in Sales & Marketing, financials, cultural and community efforts and legal strategies that **maximize shareholder value** with **flawless execution** of **strategic plans**, corporate and legal policies minimizing major **legal and litigation risks** from regulatory compliances.

Successfully led **Sales, Service & Business Development** teams at SAP from very large clients to smaller business, Value and Volume business, **Direct Sales** as well as **Channels**. before establishing Business Transformation & **Business Consulting Practice** at SAP India and turning the business profitable by putting in place clear strategy for growth.

**Building** high performance teams, identifying and **grooming leadership talent** is his passion with strong focus on business outcome and results while adhering to the **highest standards of integrity**. Speaker at several leadership conferences

One of his key strength is his ability to **elicit public trust** as the face of the company with **strong communication, empathy, collaboration, strategic thinking** and trust building. Ujjal is team-oriented, capable of multitasking continuously and believes in leading without rank, with proven ability to endure stress and prevent subordinates burn out. Ujjal operate around the globe, in multiple time zones, currency & regulatory environment with strong **cultural and legal sensibilities** with a global mindset and robust network.

As CEO his **heightened attention to risk management** broadened his role over time with experience in negotiating with legal, regulatory authorities and industry watchdog in anticipating risks over a range of new and **evolving challenges, like content piracy, privacy, environmental, safety, security and reputational risks**, where his instincts keep his organization in safe and good hands

Ujjals' **Corporate Social Responsibility programs** for in India supported a wide range of projects and activities from corporate philanthropy to attempt to bridge the digital divide. His programs demonstrated that incorporating community stakeholders into our business network not only supports corporate goals and responsibility, but also encourages non-profit organizations to promote social change in sustainable way.

**Proven thought leader** in **Automotive, discreet manufacturing, CPG, Logistics and Distribution & Professional Services** value space, Ujjal has counselling relationship with CEOs, domain expert & industry leaders and continues to play the trusted-advisory role for key global accounts evaluating & enabling strategic transactions. Results speak for themselves– at constant currency and 5-year CAGR, SAP business in India has more than witnessed 14 consecutive quarters of sustained doubled digit growth in terms of contribution in the last 4 years.

Ujjal began his professional life in 1990, as a **Management Trainee** with **Tata Motors**, India. excess of USD 12 Billion **largest private commercial automobile manufacturer** in Asia, 5th largest globally & leading partner of **US\$ 120 billion Tata Group Company** in India. Through his tenure of 9 years with Tata Group, Ujjal worked in various facets of business, from **corporate planning to sales ops & supply chain planning, post sales customer service ops, developing agency and dealer network** and frame criteria for their performance evaluation & rating.

Ujjal **set up a research desk** for implementing marketing aspect of **product diversification plan** and successfully lead a BPR team that carried out re-engineering exercises focusing on Strategic Planning around contribution / recovery analysis in order execution and demand fulfillment for domestic & export business of the group.

**Other significant assignments**, during this tenure with Tata-engineering also include – his involvement in cash-flow & ROI calculation for tata-liebherr, Tata-John Deere, tata-hitachi collaboration & being part of the successful GDR team for Euro-Issue of Bond Receipts.

**His major industry contribution** also includes, blank cheque processing with auto credit/debit adjustments for stockiest with full traction of Loan/License for subcontracting vendor, Valuation controls for replacement goods for customer returns on MRP driven retail price points and adjustment controls on discounts with respect to claims at brand levels, – Inventorizing production variants & cost rollups of FG at batch level with active ingredients calculation for Pharma business at Brand level for segmental reporting.

Ujjal believes in network and relationship based fast-paced **multiplier & reusable environment** of **fresh ideas, innovation and common-sense**, which **constantly challenge thinking, cultivate talent** & help team, succeed in aggregating stakeholder value. Ujjal also strives in empowering team in exceeding their own expectations; **get stretched intellectually** and **enabling team** in remaining relevant and dynamic in market place

## Experience

### GSQ Foundation - Managing Director

Bangalore, India

Apr 2015 – Present

"GSQ Foundation" on premise of its purposes promotes "StartUps" by providing incubation, training & seed-capital and funding to meritorious and less privileged people of our society.. ( [www.gsq.co.in](http://www.gsq.co.in) )

- ✓ Founded GSQ Foundation , runs CSR activities focused on Hunger Management and Democratizing Education
- ✓ Founded TTFi – The Teacher Trainer Forum of India : conducts skill upgrade workshop
- ✓ Founded BLCC – "Blissful Life" - Wellness Care Centre, for stress counselling, Mental Wellness and dealing with failures
- ✓ Founded "Cluster Labs" - involved in **Research** of STEM subjects including – AI, openCV, Cognitive Computing, Robotics, AGV

### JD Software - Chief Executive Officer

Chennia, India

Jun 2013 – Jan 2015

- ✓ Led Strategic Advisory, Consulting Business Solution and Enterprise Transformation initiatives.
- ✓ Governed sales, finance, and legal strategies maximizing shareholder value and minimizing legal and litigation risks from regulatory compliances
- ✓ Negotiated with legal and regulatory authorities and anticipated risks over a range of new and evolving directions like content piracy, privacy, environmental, safety, security and reputational risks

### SAP AG - Principal Director

Bangalore, India

Jul 1996 – May 2013

- ✓ Managed industry teams at SAP India, APJ, and USA for P&L delivery, building, and leading SAP Field Practices
- ✓ Led SAP India Field Practices across: enterprise applications, information platforms, business development, program management, organizational design, change management, M&A, succession planning, knowledge management, team development, incentive & recognition practices in business operations.
- ✓ Led SAP APJ / USA in the fields of consulting sales, product & portfolio management, Strategy and Alliance Management, Brand building, business-development and delivery.
- ✓ Built high performance teams with a strong focus on business results and while adhering to the highest standards of integrity
- ✓ Led sales, service, and business development teams from very large clients to smaller business

### Tata Motors - Manager , Marketing

Mumbai, India

Jul 1990 – Jun 1996

- ✓ Headed various facets of business: from corporate planning to sales operations, supply chain planning, post sales customer service ops, developing agency and dealer network and frame criteria for their performance evaluation & rating
- ✓ Established a research desk for implementing marketing aspects of product diversification plan
- ✓ Successfully led a BPR team that carried out re-engineering exercises focusing on strategic planning around contribution/recovery analysis, in-order execution, and demand fulfillment for domestic and export business of the group.
- ✓ Managed Cash-flow & ROI calculation for Tata-Liebherr, Tata-John Deere, Tata-Hitachi collaboration
- ✓ Contributed towards blank cheque processing with auto-credit/debit adjustments, valuation control for replacement goods

## Education

### Indian Institute of Technology,

Dhanbad, India

July 1986 – Apr 1990

Bachelor of Technology: Mechanical Engineering

## Research

**Autonomous driving:** research and develop algorithms for scene prediction and understanding, planning and sequential decision making, using diverse set of richly labelled data

Basic research involved developing methods for generative model and unsupervised learning , reinforcement learning, evolutionary algorithms, and metaLearning.; **Deployed real-time control interfaces for robotic manipulation**, developed techniques for **reinforcement and imitation learning** ; **Implemented real time performance in autonomous vehicle** using complementary sensor fusion data, and offline processing to create ground truth for training algorithms; **Developed** state-of-the-art algorithms for: full **scene sequence** understanding and **prediction models**, **multi-modal data processing**, learning for planning and decision making ; **Developed** expertise in research areas such as computer vision, AI, machine learning, and applied mathematics, including areas such as **supervised learning**, **graphical models**, **reinforcement learning**, **optimal control** ; **Deployed Semantic segmentation** of stereo camera frames using **Pytorch**, **Segnet**

**SAP iXP Research (Leonardo) ML Data Science:** with application of Computational Linguistics, N L P

**Developed** predictive modelling & analysis: **probabilistic modelling**, **surrogate modelling optimization**, **unsupervised feature learning**, scalable machine learning ; **Formulated scalable algorithm** with **mixed integer program** to handle numerical features and **regression problems** with **binary classification** with **categorical features** ; **Developed** a **non-intrusive health monitoring robot** prototype on the **Raspberry Pi3 (Python)**; **Trained classifiers** to implement **facial recognition on python (OpenCV)** ; **Implemented facial feature detection** (OpenCV) to gather **pulse and heart rates** from head motions (**Human heart Pulse rate monitoring from Head Motions/Vibrations**) ; **Deployed Automatic Speech Recognition (ASR)**, **Machine Translation (MT)**, **Natural Language Understanding (NLU)**, **Dialogue Management(DM)**, **Text-to-Speech(TTS)**, **Audio Signal Processing (ASP)**; **Developed computational models** and **collaboration methods in cognitive neuroscience** that improve our understanding of the **sensorimotor system** of **virtual and augmented reality** technologies ; **Deployed CNN Acceleration** and **statistical modeling** for **Real-time Markerless Motion Capture**, tracking of **sensor fusion algorithm** for **multi-modal high fidelity face modelling** (photometric reconstruction), **face movement prediction** with **perceptual convoluted control loops**, **geometrical modeling** and **non-linear optimization**, tracking of **compact representation** of **high-dimensional functions** ; **Prototyped advance computer vision algorithms** for **real-time and offline SLAM**, **sensor fusion**, **motion structure fr**, **visual odometry**, **sensor/display calibration**, **3D reconstruction** and **relocalization**, **SFM**, **calibration**.

## Technical Skills & Expertise ➤

**ERP SAP Software & Service Delivery** – Solution Design & Build digital ecosystem by providing framework standards & design guidelines for Integrated

**Enterprise Architect** with Automation tools , viz NODE.JS, DOCKER, CHEF, JENKINS, CDN

**Solution Architecture** in .Net Stack, Java & MS SQL/ASP/ABAP Stack, C#, JScript, Shell, PHP, Ruby, Python, IOT MSP Arduino , OpenCV and Reinforcement Learning in AI space.

**Interfaces** ALE-iDoc, m/s bDocs, APO CIF(Core Interface), CRM Middleware, **xml-SOAP** , BSP, JSP, ASP

**Cloud-Computing:** GEIT Tier 3+ DC , Enterprise Class CMDB, ITIL-V3 Process automation and integration, Cloud pooling with auto-provisioning of VPDC; Threat, Log, DDoS Security Mitigation services using Nexus1000V Port Profile ACL, Policy enforcement, SSL acceleration & ACL with VMsafe Infrastructure Firewall Ø Dynamic Network and Server Load Balancing with VMWare ESX, Distributed dynamic resource scheduling with Nexus FCoE ensuring reserved bandwidth , Service QoS

**Designed** , end to end Business to Operation Integration of On-Demand Cloud Infrastructure and Hosted Enterprise Solutions with Savvis, Rackspace and AWS ; **Architected** , Unilever NGDMS Cloud computing and hosting services with integrated/hybrid to fully virtualized Multi-Tenanted and dedicated private cloud solutions for Unilever Distributors & RS Stockiest across geography ; covering **Cloud Solutions** of: Managed Applications, Web Hosting, Hosted SAP Hana with SaaS enablement, Business continuity, Content Management and Proximity hosting with Cloud Services of: Colocation based Intelligent monitoring, Dedicated Managed hosting, Open Multi-tenant to dedicated Virtual private (VPDC) cloud infrastructure, Managed storage/backup, Managed Security & Networks

HandsOn **SAP SPRO Design** of **SD, CS, PS, PM, MM, FI-CO** Module, **SAP CRM** Sales,Service(CIC),Marketing - Mobile,Tele&Internet channels

## Industry Expertise ➤

Industry & Technology expertise – CPG, Retails, Telecom, Hi-Tech, Automotive, Discreet Mfg and Professional Service

Thought leadership in CPG Logistics, **Distribution and SupplyNet planning** value space - **Demand & Distribution Planning, DBM - Dealer Business Management**

expert Advisor for ULL, ABB, ITC, Dabur, Tata-Telecom, US Robotics, 3-Com/Palm Inc. & host of automotive, apparels, HiTech, Prof-Services, Telco & Discreet Mfg. industry & Lead- managed Colgate-Palmolive **Instance Consolidation** program for Asia-PAC region

**Major industry contribution** also includes, blank cheque processing with auto credit/debit adjustments for stockiest with full traction of Loan/License for subcontracting vendor, Valuation controls for replacement goods for customer returns on MRP driven retail price points and adjustment controls on discounts with respect to claims at brand levels, – Inventorizing production variants & cost rollups of FG at batch level with active ingredients calculation for Pharma business at Brand level for segmental reporting.

\*\*\*\*\*

## Management Skills & Expertise ➤

**Trusted Advisory** for key Global Accounts – enabling strategic transactions, group facilitator among strong capable leaders and successful team players.

**P&L Management**, Negotiation and Closure, Legal and Litigation **risk review and regulatory compliances**. Revenue based Value services, **Risk Assessment & Revenue Forecasts** from Concept to Deployment. Team development, **incentive & recognition** practices in business operations.

**Business strategy** enablement with aligned IT strategy.

**SAP Consulting and Business Transformation**, Organizational design and change Management, MTN Peer Analysis, M&A, succession planning, knowledge management.

**Business Planning & Strategic Enterprise Management**. Key Account planning & Management, managing network and key account relationships

**ERP SAP Sales - software & services**, productized services. **Business Development** - Value Consulting (**Business Consulting**)

COE , PMI **PMO Programs & Industry/LOB Practice Management** for Target Business Process value-delivery using ARIS & PEGA-PRPC process commander tools.

GTM for **Product & Portfolio Services**, Brand building and Alliance Management.

**Financial Consolidation, Business Intelligence, CRM CIC Web-Client** to integrate **PDA based SFA** tool Quantum with core enterprise to manage **trade spends** for **brand input briefs** for managing Hindustan Levers HLL **TPM Trade Promotion** requirements

**Design Thinking** in areas of **predictive modeling**, data science, **data mining**, pattern recognition, visualization, including designing, coding and testing applications of ML, computational linguistics, NLP, advanced and **semantic information search, extraction, induction, classification** and assists in improving algorithms creating better **user experience** with **high performance, security, quality, and stability**.

## Domain Expertise ➤

**SAP ERP, CRM, SCM-APO , CLP/PLM & BI Predictive Analytics** in designing Business decision support solutions.

**Distribution cost optimization** within Transportation Lanes for **APO: DP, SNP, TMS/TPVS, DS** initiatives at Unilevers Fusion and Unity programs

successfully implemented **ICH & HANA/Netweaver based Composites: CAF-GP** for their AP procedures and adopt **OTO Charm** for one transport layer for java & sql stack related Unilever **Change Management** issues

Architected & Program Directed, global NG **DMS** program – Next Gen **Distributor Management System** , integrating 2800+ Unilever re-distributors stockiest (catering 0.6 Million Retailers) DMS systems with backend Unilever OEM systems - spread across 70 countries in 5 continents across culture, timezone & currencies.

Architected M&M **DBM “Dealer Business Management”** solution for their automotive dealers; Designed **“Secondary Sales Business”** solution deploying **BPM – Business Process Management** based for yet another leading CPG account in India for their Distributor Business Management in the domain of Collaborative CRM solution for Supply Chain Logistics

**Goals ➤** Lead & scale non-linear business; Consolidate Global Knowledge Center of Excellence; Constantly challenge thinking, get stretched intellectually, cultivate talent and enabling team to succeed in aggregating stakeholder value with obsessive focus on customer satisfaction.