

Significant Assignments & Strategic transactions handled during his tenure

+91 99800 10532

Duration	May'16 ~ till date
Role	Managing Director : GSQ Foundation
Key Activities	<p>"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..</p> <ul style="list-style-type: none"> ✓ Founded GSQ Foundation , runs CSR organizations viz, Redhood Mavericks (Food Hunters) ✓ Founded TTFi – The Teacher Trainer Forum of India : conducts skill upgrade workshop ✓ Founded "Blissful Life" - Wellness Centre, for stress counselling and dealing with failures ✓ Director of New York based "RCF Cluster Labs" – involved in research on advancement of STEM subjects including – Cognitive Computing, Robotics, Neural Network, BCI (Brain Computer Interfaces), Genomics, Space Solar Power <p>It is dedicated in setting up enterprise and organizations running but not limited to the following, namely - higher University education , advancement of Science & Technology in field of Cognitive Computing Science, BCI (Brain Computer Interface), IoT, BigData, AI (Artificial Intelligence) , AR(Augmented Reality & Gaming), Robotics, Genomics, Space Science & Technology, Sustainable Technologies, Medicine & Medical Science, Real Estate & Construction, Hospitals & Hospitality and F&B, Modern Trade & Format Retail/e-Retail, e-commerce, Transportation & Supply Chain, BFSI Financials & Microfinance – including Design, Research, IPR(Intellectual Property Rights), Patents (PCT National & International), Discreet Manufacturing, procurement, warehousing, Packaging, Supply Chain & Trading, Sales & Distribution, Services of object of general and/or public utility</p>

Duration	June'13 ~ April'16
Role	C E O : J D Software
Key Activities	<p>Autonomous driving: research and develop algorithms for scene prediction and understanding, planning and sequential decision making, using diverse set of richly labelled data</p> <ul style="list-style-type: none"> ✓ 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 <p>SAP iXP Research - Leonardo ML Data Science : with application of Computational Linguistics, N L P</p> <ul style="list-style-type: none"> ✓ predictive modelling & analysis: probabilistic modelling, surrogate modelling optimization, unsupervised feature learning, scalable machine learning, probabilistic numeric ✓ Formulated scalable algorithm with mixed integer program to handle numerical features and regression problems with binary classification with categorical features. ✓ Design Thinking in areas of predictive modeling, data science, data mining, pattern recognition, visualization, including <i>designing, coding and testing applications</i> 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. ✓ 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 automation

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Duration	June'11 ~ May'13
Role	Principal Director & Advisor : Unilever Strategic & Global Programs at SAP AG
Customer	Unilever Plc, Rotterdam, Netherlands. < Global Account >
Key Activities	<p>Build and developed a top performing matrixed, cross-functional Global Account team.</p> <ul style="list-style-type: none"> ✓ Provided thought leadership and vision around SAP's Global/Strategic Account planning, linking communicated Board strategies to customer objectives. ✓ Integrated all customer- facing management teams to jointly plan global account strategy, coverage and execution model by resolving overlaps and conflicts ✓ Review and consult on long-term technology and business strategy planning needs with account team and SAP Senior representatives from different LOB's ✓ Identified areas for co-innovation and coordinates with cross- board area and functional unit management on big bet co-innovation programs viz. Ganga , NGDMS , Perfect Stores , TPM , iQ ✓ Acted as single point of contact for escalations at customer Executive level – worked pro-actively and in close collaboration with AGS, Services, Solution CoE's ✓ Provided leadership around effective utilization of Value management and Value realization making decisions with fiduciary consideration and responsibility.

Duration	July'10 ~ May'11
Role	Enterprise Principal – Business Development at SAP AG
Customer	Premier Customer Networks , Strategic Accounts – India & Asia Pacific
Key Activities	<ul style="list-style-type: none"> ❖ Experienced in leading and closing strategic deals and was responsible for driving strict compliance with internal governance and risk processes ❖ Managed all critical business levers, to include: pipeline, backlog, Order Entry with a strong oversight of License pipeline and Services P&L performance ❖ Create Executive level relationships both internally and external customers and partner stakeholders , establishing clear responsibilities and integration points between the different stakeholders ❖ Build pipeline supporting MU growth plans across all lines , reflecting Strategic KPI priorities and putting in place a partner strategy at a Solution and Industry level . ❖ pro-actively managed Demand Generation plan to address sales performance and pipeline strength on an ongoing basis by managing all critical business levers including pipeline coverage, Variance analysis btw expected and actual results, conversion rates, business mix , linearity etc. ❖ Maintained and grew specifically-assigned customer relationships that require senior level attention ❖ Mentored team skills and knowledge - recruited, lead, retained direct and support Sales Team through effective coaching and helped in developing, implementing & support sales campaigns working closely with the partner teams ❖ Setting Team goals & targets and accurately forecasting, tracking revenues – monitor and review plan vs actual performances and take proactive decisive actions for any clear variances in plan ❖ Review win/loss analysis for effectiveness of sales and customer services growth investments.

Business Experience**Detailed Profile: Ujjal Chakraborty**

ujjal.raja.c@gmail.com

Significant Assignments & Strategic transactions handled during his tenure

Duration	Apr'10 ~ Jan'12
Role	Enterprise Principal , Business Consulting at SAP AG
Key Activities	<ul style="list-style-type: none"> ❖ Value Assessment & Value based Roadmaps – Developed benefit case from implementing SAP solution that delivers against the company's business drivers and objectives. Developed medium to long term portfolio of initiatives to deliver business value ❖ Business Case – Given specific organization pain points , developed detailed ROI analysis for TCO investment that forms the basis for value-based results & determinants . ❖ Value Realization – Assess, measure and report benefits from implementing process harmonization and scalable technology in mobility and cloud based commodity platforms. ❖ Program Governance & Risk Assessments – provide guidance to ensure value is delivered through transformation life cycle phases through proactive risk mitigation strategies . ❖ SAP Technology Strategy – Developed and delivered TCO based SAP architecture , integration frameworks and governance model aligned with customer's business strategy – reducing total cost of ownership for the customer's enterprise Investments ❖ TCO Services – Enabled CCoE assessment & design and Shared services strategy for organizations , incorporating best practices through Change Management

Duration	Apr'09 ~ Mar'10
Role	Managing Principal & Partner – Top Deals at SAP AG
Key Activities	Responsible for establishing Bid Management for Consulting Sales for Solution Centre to monitor and facilitate efficient and effective production of professional compliant bids that deliver value across Services business to ensure consistency and highest standards in proposals presented to customer, maximizing customer value while protecting SAP Brand value

Duration	June'07 ~ Mar'09
Role	Managing Principal - Strategic Advisor (SAS) Key Accounts at SAP AG
Customer	Hindustan Unilever Ltd, (erstwhile HLL – Hindustan Lever Ltd)
Key Activities	<ul style="list-style-type: none"> ✓ Inventory & Billing Solution design with XI based integration for 7000 RS (Stockiest) & 2.0 Million Retailers on Unify with APO-ICH4.1 VMI reorder based collaboration solutioned on NW07 platform ✓ Initiate critical review of equal starvation and money check based Allocation run across product lines and Category, Automate payment run programs and month end closing procedures . ✓ Initiate and program HLL back end supply chain Distribution planning solutioned on SCM5.0 DP/SNP & TPDS component and detailed scheduling for Factory planner solutioned on PPDS ✓ Initiate critical concurrent user driven peak load sizing, optimizing bandwidth and communication parameters, CI/DB clustering with Load balancing for entire HLL landscape ✓ Initiate and program CRM-for-CRM to integrate their PDA based Sales Force Automation tool with core enterprise CRM to manage their trade spends for their Brand Input briefs for managing HLL Trade promotion requirements ✓ Initiate and program corporate Financial and Legal Consolidation for HLL and its subsidiary and group companies including Kimberly Clerk India Ltd with aim to integrate with parent Unilever Ltd spread across geography time zones and currency.

Duration	Mar'06 ~ June'07
Role	Managing Consultant – SAS Expert & Advisory at SAP AG
Customer	Leading CPG Account , ITC , Kolkata , India
Key Activities	<ul style="list-style-type: none"> ✓ Solution design for 1000 ITC WDs (Wholesale Distributors) & 150,000 Retailers SMIS system ✓ Integration of WDs Inventory & Billing Solution with OEM landscape with intermediate staging of Retail Census , Trade promotion & Cycle Plan systems

Duration	3 months (Jan'06 ~ Mar'06)
Role	Managing Consultant – SAS Expert & Advisory at SAP AG
Customer	Leading CPG Account , Dabur , Delhi , India
Key Activities	Solution design, validation & Milestone review of project delivery -- Derive value through innovation & process re-engineering and adoption of CPG best practices

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Duration	Jan'06 to July'10
Role	Practice Head – Industry Vertical CPG & Retail at SAP AG
Key Activities	<ul style="list-style-type: none"> ❖ was responsible for planning, building and leading team of industry and solution experts focused on CPG & Retail resources, to provide industry thought-leadership and expert consulting support to industry projects across, to ensure high-standard of solution deployment in customer projects. ❖ was accountable for growing the services business along the industry line, identifying white space opportunities and increasing the solution and technology indent into current installed-base for evolving industry strategy, driving market making, knowledge incubation, go-to-market support to license and services teams, portfolio management, skill and capacity planning, and importantly, effective community leadership. ❖ was engaged in business planning activities , forecasting skill-demand in each of solution areas, prioritize, proactively develop necessary skill-set within the team, and be market ready to deploy the expertise on demanded from various customer engagements..

Duration	8 months (June'05 ~ Jan'06)
Role	Program Manager <> at SAP AG Chief Architect M&M DBM – Dealer Business Management
Customer	Leading Automotive Account , Mahindra &Mahindra , Mumbai , India
Key Activities	<ul style="list-style-type: none"> ❖ responsible for Designing & Realizing DMS Enterprise Solution on CRM & ECC DIMP components with BI Business Intelligence as Information Integration and EP Enterprise Portal as people Integration framework - across business communication channels of telephony, Internet & Mobile (Offline & Online) using SAP CRM Sales , Service , Marketing Modules & DBM Analytics ❖ Primary responsible for Delivery Execution across a broad portfolio of Solutions in a targeted geographic region, across all market segments. This included providing prime project leadership and various levels of oversight by SAP Core Delivery. with mission to mitigate risks and provide “brand” protection via “flawless” program execution.- was responsible for Program delivery of M&M DMS system for approx. 350 M&M Auto Dealers within time & budgets ❖ Demonstrated ability in managing diverse internal and external political environment and client expectations on program requirements, deliverables and issues with a clear vision of what determines a successful project for the customer and for the enterprise

Duration	7 months (Aug'04 ~ Apr'05)
Role	Practice head – Collaborative CRM Solutions : at SAP AG Chief Solution Architect ; Business Interface & Logistic design
Customer	Leading Telecom Account , Tata Tele Services Ltd , India
Key Activities	<ul style="list-style-type: none"> ✓ Responsible for Logistic solution design & implementation of BTS Network electronics (Radio/MUX) , Switch & Switch upgrades & NIU. ✓ resp. for project delivery within record 3 months (Oracle win) ✓ design of Pre & Post Paid , ISIT & Public Tele Booth scenarios ✓ Kennan & POS Billing interface with mySAP enterprise RMCA

Duration	7 months (Oct'03 ~ June'04)
Role	Program Advisor – Technology, Business & Landscape Consolidation Expert
Customer	Leading CPG Account, Colgate Palmolive, Kualalumpur.
Key Activities	<ul style="list-style-type: none"> ❖ delivered end to end Consolidation Project in On/Off-Shore model within timeframe & budgets ❖ Business Process Harmonization - with extensive deployment of SLO based object conflict resolution between India , China , Nepal , Asia Pacific landscape boxes .

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Duration	3 months (Aug'03 ~ Oct'03)
Role	Product & Content Development Manager, at SAP AG
Customer	SAP Deutschland AG , St. Leon-Rot , Germany
Key Activities	<ul style="list-style-type: none"> ✓ responsible for building DataMart Interfaces , Hub&Spoke Model in SAP WallDorf native BW landscape for cross-Application Generic Extractors , LIS & LO contents of CO-PA, SGL, SD, PS, CS ✓ set-Up BW ODC at ICG , SAP Bangalore . was responsible for all BI project deliverables, time lines and budgets . co-managed Logistic team of 17 consultants and 6 developers ✓ Identification and finalization of KPI for all Business Drivers ✓ BW Production server sizing & Technical Landscape design with source system set up including Plug-Ins & Transport Strategy ✓ Business Content activation & Enhancement of Data Sources ✓ Web Templates design & I-view publishing in Enterprise Portal ✓ Creation of Rollup tools for Infocset Queries, Exception reporting & Alert Monitor. ✓ BW Extraction , Staging & Loading with Delta Management with InfoPack Scheduling using Process Chains ✓ BW Role based Authorization & security and access control profiles

Duration	9 months (Sep'02 ~ July'03)
Role	Project Manager & Lead Consultant - Sales & Distribution Module at SAP AG
Customer	Leading Discrete Mfg Account , KBL - Kirloskar Brothers Ltd , Pune, India
Key Activities	primary responsible for Delivery Execution across a broad portfolio of Solutions in a targeted region, across all market segments. This included prime project leadership and various levels of oversight by SAP Core Delivery.with mission to mitigate risks and provide “brand” protection via “flawless” program execution.

Duration	12 months (Aug'01 ~ Aug'02)
Role	Practice Lead – CRM , Sales & Distribution and outbound Logistic at SAP AG Integration Team Manager for Contract Export business of Manufactured & Private Levels
Account	Leading Apparel Account , Madura Garments, Bangalore, India
Key Activities	<ul style="list-style-type: none"> ✓ value consulting Partner Consultants from PWC in resolving critical Product related issues in AFS Pricing with Country India requirements of Deemed Credit, DBK, Running Bond & Quota requirements for exporting Private levels to OBA countries. ✓ resolved r/3 Product related issues in mapping AFS MTO/PTO scenarios in SD-PP transfer of requirements to Demand Mgmt in AFS-MRP with subcontracting requirements & Allocation Logic ✓ resolved MG specific Packing functionality requirement with National and Private ratios ✓ managed the Outbound Sales Logistic team and was responsible for all SD Project deliverables within timelines & budget . ✓ was part of the team which was involved in resolving critical issues in retail interface development & testing for trade , showroom , branded & contract exports channel of distribution ✓ ensured AFS integration between mySAP , BW & APO ✓ designed Billing & Allocation Logic Exits for AFS Interface ✓ evolved the integration test plan for all areas of implementation & resolved critical Integration test issues during Integration testing cycles across modules

Duration	15 months (Apr'00 ~ June'01)
Role	Expert Consulting - Sales & Distribution at SAP AG
Customer	Leading Auto Component Manufacturing Account , India PRICOL : Premier Instruments & Controls
Key Activities	<ol style="list-style-type: none"> 1. Responsible for all project deliverables, time lines and budgets 2. Lead SD & Logistic team of 12 consultants and 18 developers in mapping Demand Management in OE , Replacement Market & Export Channels for Auto , Defence & Electronic divisions 3. Developed Rollout plans for Satellite Plants (Satcos) 4. Overall Client management & responsible for program managing ongoing Rollout project 5. Configured Operation Planning, Return processing & Inter Plant logistic processing for globalOps 6. Developed Technical Specs for all Objects for Pricols Top Management Reporting dashboard

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Duration	6 months [Nov'99 ~ Apr'00]
Role	Solution Architect , core OP&F (Operation Planning & Fulfilment) at SAP AG Practice Lead – Sales & Distribution for Palm Inc global supply chain group. Involved in Server separation, Consolidation & re-implementation in 3-com-Palm Spin-Off Demerger program from its' parent company US-Robotics
Customer	HiTech Account, 3-com Palm Inc./US Robotics . SFO . CA . USA
Key Activities	<ul style="list-style-type: none"> ✓ Implementation of SD, MM, CS, PP, QM, FI, CO, Tax Ware, Export- Import solution in 10 pilot locations across the businesses spanning over US, Europe & Asia-Pacific-Run for more than 300 end users. ✓ Development of cross modular EIS report covering 70 business objects for palm top management use, covering KPI & business driver driven ROI, service related cost & cash budgeting for COPA planned & actual variance analysis ✓ Responsibilities also included, restructuring & mapping Order management, Operation Planning, Return Processing & Interco processing for palms worldwide operations ✓ As r/3 CS team lead was involved in mapping & migrating Palm CSO (Customer Service Operations) from legacy to r/3 ✓ Developed Technical & Functional Specs for Interface developments between r/3 & Palm Data Warehousing system Wisdom

Duration	16 months [July'98 ~ Nov'99]
Role	Lead Consultant : Sales & Distribution Module at SAP AG
Customer	Leading Discrete Construction Equipment Manufacturing Account , Tata-Hitachi (Telcon) , Jamshedpur , India
Key Activities	<ul style="list-style-type: none"> ✓ Split-Valuation with Standard Price Control for Failed & Reconditioned exchanged Parts ✓ Sub-Contracting PO with Consignment stock for Warranty Replacement & Line loses ✓ RRB for Service Repair with Billing requests using conversion table TIBCO & DIP Profile for Activity rate conversions ✓ Evaluation of Notification in Call Management cycle, with features of Contracts, Inbound /Outbound Warranty checks, Object Structure Map , Problem & Task determination using Catalogs. ✓ Scheduling Plan Calls for Contract with configurable hotline packages with call monitoring & archieving features , ✓ Reservation & Purchase of External Dealer Operations with planned & unplanned receipts of Services rendered . ✓ Revenue Account determination with KOFK active ✓ Contract settlement to PSG elements for CO-PA analysis ✓ Settlement of Cost & Revenues to Contract & SDI within & across Business Areas. ✓ SMIS design with Std & Flexible Analysis for PPR (Damage) Analysis , MTTR Analysis , Break Down Analysis , Machine Build Up Record , Scheduling Planned Free Services , Hot Line Call monitoring with response profiles and service windows ❖ Lead Managed a team of 5 consultants and 16 developers ❖ Solutioned and Configured SD ,CS, PS & PM modules for Quantity & value Contracts using variant pricing with rebate processing

Duration	8 months, [Nov'97 ~ Jun'98]
Role	Consultant, Sales & Distribution Module at SAP AG
Customer	Leading Automobile Account , Tata Motors (Telco) , India Tata Small Car (Indica) Project @ Pune & Mumbai
Key Activities	<ul style="list-style-type: none"> ✓ Implementation of SD module in make-to-stock environment with serial management active. ✓ SOP driven demand aggregation and Transfer of requirement , ✓ Consumption of PIR by Dependent requirements ✓ Project featured unique complexity of each production factory site having their local independent server and establishing a multi-server design for AR/AP reconciliation in a single server at Corporate HQ in Mumbai. Extensive usage of ALE-iDOCs

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Other Professional Experience

Business Consulting Lead Tata IBM, Jamshedpur, India Jul'96 ~ Oct'97	<ul style="list-style-type: none"> ❖ part of Telco & Tata-IBM BPR team, which carried out Business Consulting & Reverse engineering exercises focusing on Order Fulfilment & Demand Planning in the forward supply chain ❖ enterprise scoping of Telco sales & after-sales support Business processes in “ Object Analyst” ❖ Visio Business Modeler as object-analyst for RACI based Gap Analysis
Responsibilities/ Deliverables	Supported overall sales effort from developing account strategy assuring appropriate Value input and involved in various stages of the sales cycle. Worked with senior customer executives and developed compelling value proposition based on customer inputs as well collaboration with cross-functional SAP teams of sales, industry, solution, and consulting experts.
Key Activities	<ul style="list-style-type: none"> ✓ managed change & influential with organizational knowledge to identify transformational goals ✓ developed pain point driven business cases, including.. <ul style="list-style-type: none"> ❖ Benefits of SAP best practices ❖ Business benefit analysis of adopting SAP best practices ❖ Analysis of ROI and total cost of ownership ❖ Aligned IT strategy with business goals ❖ set up Program Risk identification & mitigation procedures ❖ Implemented value road maps ❖ conducted Impact analysis of transformational strategies and change management ❖ Strategy envisioning; solution impact interviews and workshops ❖ Created compelling industry value propositions with white papers ❖ conducted peer Analysis & Benchmarking with best practices and value achieved ❖ implemented Post-implementation value impact assessment ❖ conducted TCO workshops for senior cxo executives in value management
Manager Marketing Tata Motors (Telco), Sales Head Quarters Mumbai, India Jul'90 ~ Jun'96	<ul style="list-style-type: none"> ❖ part of Telco & Tata-IBM BPR team, which carried out Business Consulting & Reverse engineering exercises focusing on Order Fulfilment & Demand Planning in the forward supply chain ❖ enterprise scoping of Telco sales & after-sales support Business processes in “ Object Analyst” software ❖ Visio Business Modeler as object-analyst for RACI based Gap Analysis
	Supported overall sales effort from developing account strategy assuring appropriate Value input and involved in various stages of the sales cycle. Worked with senior customer executives and developed compelling value proposition based on customer inputs as well collaboration with cross-functional SAP teams of sales, industry, solution, and consulting experts.
Key Activities	<ul style="list-style-type: none"> ✓ managed change & influential with organizational knowledge to identify transformational goals ✓ developed pain point driven business cases, including.. <ul style="list-style-type: none"> ❖ Benefits of SAP best practices ❖ Business benefit analysis of adopting SAP best practices ❖ Analysis of ROI and total cost of ownership ❖ Aligned IT strategy with business goals ❖ set up Program Risk identification & mitigation procedures ❖ Implemented value road maps ❖ conducted Impact analysis of transformational strategies and change management ❖ Strategy envisioning; solution impact interviews and workshops ❖ Created compelling industry value propositions with white papers ❖ conducted peer Analysis & Benchmarking with best practices and value achieved ❖ implemented Post-implementation value impact assessment ❖ conducted TCO workshops for senior cxo executives in value management

General Information

B Tech, Mechanical Engg	Indian Institute of Technology (1990 Batch) Dhanbad , India (ISM – India)
SAP Certification	Certified Project manager (PMI) & Certified Consultant in ECC5.0 SD, BPM, CRM4.0, Certified ASAP Project Manager. SAP Academy Trained in Business Intelligence , CRM & Enterprise Core Components
Citizenship	Indian
Consultant's home location	Koramangala, Bangalore, India
Mobility	Mobile in US , Europe & Asia Pacific runs.
Languages	Written & Spoken English, Spoken Hindi, Spoken Bengali

Domain expertise

- ✓ CPG, Retail, Automotive, Discreet Mfg., Hi-Tech, Professional Services and Information Technology
- ✓ Proven background in SAP applications, Mobility, Cloud & SaaS software
- ✓ Strong business acumen with a consistent track record in driving high values, transformation & solution selling with excellence in identifying market opportunities as well as instigating go-to-market plans and subsequent sales
- ✓ Recognized as a trusted advisory for key global accounts, strategic transactions enabler with lasting associations with CXO & Board relationships
- ✓ Distinction of having accomplished successful closure of strategic deals by ensuring strict compliance with internal governance and risk processes
- ✓ A change leader with profound sensitivity to business transformations (organizational design, M&A, succession planning), right from ideation to action with business value proposition, discovery, deployment and value realization
- ✓ Architecting Strategy & Designing Integration Solution for Secondary Sales & Service Business of Distributors/Dealers
- ✓ Proficiency in managing overall functions for large and complex projects global programs involving scoping, estimation, initiating, migration strategies, risk governance; human resource mobilization (alignment of multiple teams), structured communication (customer engagements, etc.), management reporting and reviews, within cost & time parameters.
- ✓ Leading large cross-functional teams spanning multiple geographies
- ✓ Setting team goals and targets, accurately forecasting and tracking revenues - monitoring and review plans vis actual performance results and taking quick proactive as well as decisive actions for clear variances in plan
- ✓ Empowering teams in exceeding their own expectations and enabling team in remaining relevant and dynamic in market place
- ✓ Sharing knowledge & mentoring business consulting as well as IT strategy teams
- ✓ DMS System with OEM Enterprise System across Continents, Legal Jurisdictions, Time zone & Currency – for key strategic Global Accounts in both
- ✓ Automotive and CPG Industry
- ✓ Mobile Integration Framework for Commodity & Cloud Based Reusable Platforms for secondary DMS enterprise solution on both online and offline
- ✓ Mobile platforms with challenging last mile connectivity
- ✓ System & Instance Consolidation - SLO based Landscape, Application & Business Consolidation into Single Instances across demography for Global Accounts

Noteworthy Accolades

at SAP AG , period 1996 – 2013

Principal Director – SAP Business Transformation Group and managing Strategic Programs for SAP India & Subcontinent;

involved in provisioning expert advisory roles for HUL, ABB, ITC, Dabur, Tata-Telecom, US Robotics, 3-Com/Palm Inc. as well as bouquet of automotive, apparels, HiTech, Prof-Services, Telco, Discreet Mfg. industry for Asia-PAC region & **Lead- managed Colgate-Palmolive Instance Consolidation program for Asia-PAC region** . Successfully recruited, lead, retained, directed and supported 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 a clear strategy for growth

As Unilever Program Director, lead their global NGDMS program – Next Generation Distributor Management System and architected as well as played strategy and global advisory role in designing and integrating 5255 Unilever distributors DMS systems with backend Unilever OEM systems - spread across 70 countries in 5 continents across time zone & currencies.

- ✓ **Architected the M&M Dealer Business Management** solution for M&M's automotive dealers.
- ✓ **Architected** “Service Management System” for direct & channel services for Tata Motors erstwhile Telco .
- ✓ **Evolved the “Secondary Sales Business” solution involving deployment of BPM based – Business Process Management for a leading CPG account in India** for their Distributor Business Management in the domain of Collaborative solution for Supply Chain Logistics.
- ✓ Commanded efforts and enabled SAP Consulting business in India to witness 14 consecutive quarters of sustained doubled digit growth in terms of contribution in the last 4 years at constant currency and 5 year CAGR.
- ✓ **As Strategic Advisor for Hindustan Unilever:** Steered composite teams across SAP partner ecosystems in some of the most challenging business solution space of ICH (**Inventory & Collaboration Hubs**), Financial Consolidation, Business Intelligence, CRM to integrate PDA based SFA tool with core enterprise
- ✓ Provided **Supply Chain leadership** for Hindustan Levers Supply Net & Distribution planning for distribution cost optimizations across Levers transportation lanes using SAP APO tools viz. DP, SNP, GATP, PPDS, TPVS
- ✓ Under Ujjals' leadership, Hindustan Lever were among the first Unilever subsidiaries to successfully implement ICH & **Net weaver based Composites:** CAF-GP for their AP procedures and **adopt OTO Charm** for one transport layer for java & sql stack related **Change Management** issues.

at Tata Motors , period 1990 – 1996

Started career as Management Trainee with Tata Motors and the gamut of activities encompassed 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.

- ✓ **Setup a research desk for implementing marketing aspect of product diversification plan** and 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.
- ✓ **Actively involved in cash-flow & ROI calculation** for collaboration of Tata-Liebherr, Tata-John Deere, Tata-Hitachi as well as part of the successful Global Depository Receipts team for Euro-Issue of Bond