Dear Hiring authority

I am writing to express my interest for suitable Managing Director - Strategic Planning - Southern CT level position with experience in consulting with Fortune companies , industry clients etc, working in the board, for implementation of policy, regulatory and corporate processes, managing start-up teams , run organizational structures, processes and a governance framework , manage the Group on a day-to-day basis, oversee internal operations, execute company strategy to grow the business and evolve the product strategy, improve the efficiency, , Lean initiatives, achieve extremely high standards of service, Legislative analysis, full responsibility for P&L, continuous improvement culture , maintain utilization and profitability targets, budget and implement appropriate cost control measures, competitive framework, good listening & communication skills, organize, plan, prioritize work and manage time, setting the Vision and the Long term Growth Plan, day-to-day operational and administrative management, financial activities, policy implementation , governance functions, strategic leadership to the organization, foster relationships with industry, academia and government, facilities revitalization,Communications and promotion framework managing projects, strong media relationships , internal and external communications strategies, company value proposition, with experience working in a multi-geography environment, promote worldwide, deliver program/ work packages to meet objectives of cost, time and quality, strategic planning and analyse for the regional and global roll, competitive analysis, Market Assessment, critical corporate activity (M&A, capital deployment, development of global expansion strategies, Entry Strategy and Feasibility assessment, macor economic and micro economic policy research, supplier identification, with ability to read and understand financial reporting documents, develop aspects of operational strategy, budgets, resource allocation, system and process development, Excellent report-writing and presentation skills, leading an organization through transition, lead in a restructuring and change environment, global monthly, quarterly and annual account opportunity pipeline, sales revenues, control cost base and achieve profit margins, identify mergers & acquisitions targets and duediligence , oversee all aspects of transactions, enhance existing relationships, account planning , research and information management, understanding of business modeling and business case, strategic priorities and operational progress, driving strategic and operational initiatives, critical regional initiatives, liaising with key business and functional members, conducting research and data analysis, Prepare briefings and reports , performance goals, allocate resources, and assess policies, managing an annual budget new product and process commercialization, Represents the Company to the investor community, worked with stakeholders on transformation projects, act as change agent, provide leadership to departments, growth and achieving the financial goals, communicating, influencing and selling this new organizational design, raising capital, research and information management framework, knowledge management framework, develop revenue opportunities, pricing, product development, reduce costs and increase efficiency, creating products across multiple platforms, implementing marketing strategies, establishing revenue streams, setting revenue targets and annual budgets, thought leadership and analytical rigor in shaping strategy, strategic operating model development, budgeting, portfolio management, governance and thought leadership, lead short to medium term high impact projects, growing and structuring departments, delivery of project roadmaps, management reporting , with wiliness to accept challenges on international scale, train, develop and recruit people, profitable growth across markets, project pipeline, revenue, market share and profitability targets, Strong customer facing skills, Customer satisfaction, financial and analytical modeling skills, ability to transform company into commercial, client focused, high performing business, transforming culture, increasing employee morale, competitor evaluation, attending trade shows, exhibitions and seminars, marketing spend, develop communication material, work effectively with creative and account team, demand generation, meeting expectations of customer, shareholders and the people, develop the framework of allhands meeting, participate in relevant government bodies, industry associations, prepare high quality, technology tools for communication, Manage launch plan ,status communication, KPIs, scorecards and metrics, Business Modelling,Business Due Diligence (Strategic/ Commercial / Operational),Business Planning, experience in board area with ability to make sound decisions during hectic times, strong media skills, contacts, excellent communications skills, develop goals, convey expectations,sense of urgency, with the ability to successfully lead of min. 100 staff, develop leadership, strong cost control skills- Strong coaching and mentoring skills, efficiency day to day functioning, generating new sources of revenue, new market opportunities, proper management of the assets of the Company, productivity, profitability, take responsibility for leading and expanding the company's base, lean culture, Negotiation of framework agreements, and availability and ensure the correct and optimal execution of operations Performance Management,Sales and sales processes,Delivery of high volume short duration work packages, Strong focus on results - P&L management, Headcount monitoring, cost analysis Analysis of Capital expenditure against investment targets, Global planning process, Track projects,net revenue growth, P&Lresponsibility, overall administration, sales, operational and financial performance, understanding of fundamental business metrics and processes, skill in preparing presentation for senior level management, revenue forecasting, strong execution skills, customer invoicing, monitorP&L to identify cost improvement and revenue generating opportunities, process improvement opportunities.

I would welcome an opportunity for a personal interview to discuss your organization’s needs and the results you can expect from me in addressing those needs.

**Sincerely, Rajneesh Kumar**

**Enclosed: Resume**

**Email :** [**saggi31@yahoo.com**](mailto:saggi31@yahoo.com)

**Mobile Number : +919810928762**

**Rajneesh Kumar**

Email: [**saggi31@yahoo.com**](mailto:saggi31@yahoo.com)

Mobile : +919810928762

A highly-skilled **Professional** with extensive experience in consulting&PR,marketing,strategy,businessdevelopment skills and commercial roles in leading various High impact **Global projects** and knowledge across various industries and models**.** Proven talents include creating and implementing innovative strategies and programs that positively impact.

# **PROFESSIONAL COMPETENCIES**

**Primary Capabilities:**

* Adept at consensus building and problem solving.Exceptionally skilled at creative problem-solving and planning and implementing programs that drive growth.
* Skilled in senior level presentations and relationship building.
* Proven ability to work in cross-cultural environments with virtual teams
* Excellent interpersonal and communication, Time management & Team Collaboration skills.

**Main Areas of Expertise:**

Market Entry Strategy ~ Business Case ~ Competitive Analysis ~ Blue Ocean Strategy ~ Account Profitability Model ~ Bottom up Market Analysis ~ Global / Virtual Team Leadership ~ Project Management/P&L ~ Market Research ~ New Business Models ~Due diligence~Senior Level Presentation/Interaction.

**Key Assets:**

* Strong Analytical and Good listening, intellectual and problem solving skills.
* Positive work ethics and Excellent Teamwork.Flexible and Adaptable. Change agent, good at Relationship.

**Career Highlights :**

* **Lead high impact Global projects resulting in incremental revenue during downturn and**
* **Lead the growth and standardization and process optimization of various key funded projects.**
* **Lead negotiations of contract with Vendors.**
* **Well executed cost management and lean transformation resulted in significant operating expense reduction, process efficiencies & tool development.**

**Certification:**

Global Business Strategy Certification **Manchester Business School**, **U.K.**

# **WORK EXPERIENCE**

**Company: SAP**

**Role:** Principal Consultant Reporting To : EMEA (Region)

**Company Profile:** Providing Enterprise software product and solutions and services across the globe.

**Duration:** Sept 2006 till present

**Major Role:**

* + Played a pivotal role in **Leading strategic projects under COO Board area of High Impact.**
  + **Thought leadership on various High impact projects.**
  + Created virtual teams, and conducted knowledge transfers (Trainings) to achieve business goals and objectives. Vendor management, performance and resource utilization and budget reports .

**Other Main Functions:**

*Solutions:*

Worked for stakeholders,in the board area, conceptualizing, framework, plans for various high impact strategic Global Projects for incremental revenue, Legislative analysis,setting the Vision and the Long term Growth Plan, strategic leadership to the organization, responsible for group consolidation and reporting processes , achieve its financial goals and highlight opportunities for growth, manage the Group on a day-to-day basis, manage the Group on a day-to-day basis, improve the efficiency, Lean initiatives, maintain utilization and profitability targets, budget and implement appropriate cost control measures, competitive framework, designing the strategic Business Plan (SBP), day-to-day operational and administrative management, financial activities, policy implementation, promote worldwide, internal and external communications strategies, strong media relationships, company value proposition, deliver program/ work packages to meet objectives of cost, time and quality, day-to-day operational and administrative management , policy implementation , governance functions, partnership development, Communications and promotion framework, foster relationships with industry, academia and government, implement the business strategy, oversee day-to-day operations, direct the sales & marketing programs, lead the execution of sales strategies, including quotations, negotiations and order acceptance, evaluate new business opportunities for the company, track and report performance though periodic reviews , Participating in the all hands meeting, provide critical analysis of performance, development of long and short-term revenue strategies, forecasting, pricing, budgeting, market segmentation ,Business Plan, Operational excellence, customer satisfaction, budgets, resource allocation, system and process development, control cost base and achieve profit margins, lead in a restructuring and change environment, enhance existing relationships, identify mergers & acquisitions targets and duediligence, oversee all aspects of transactions, conducting research and data analysis, strategic planning and analyse for the regional and global roll, critical regional initiatives, Prepare briefings and reports , driving strategic and operational initiatives, competitive analysis, expansion strategy, performance goals, allocate resources, and assess policies, macor economic and micro economic policy research, Market Assessment, demand generation, Entry Strategy and Due Diligence,Business Planning, identification of key issues, analysis, liaising with key business and functional members, establishing revenue streams, setting revenue targets and annual budgets, ability to transform company into commercial, client focused, high performing business, developing frameworks for research and information management framework, knowledge management, thought leadership and analytical rigor in shaping strategy, strategic operating model development, new product and process commercialization, managing relationships with key analysts and institutional investors, develop the investor relation program, quarterly earnings calls, including the drafting of earnings releases and earnings call scripts and slides, representations in industry and investor conferences, leading an organization through transition, community involvement, communicating, influencing and selling this new organizational design, Drive the company to exceed sales, competitor evaluation, attending trade shows, exhibitions and seminars, profitability, cash flow, reporting framwework, maintain appropriate systems for measuring necessary aspects of operational management and development , Deliver status and usage reports/analysis/recommendations, develop dashboard, change programs, policies, processes, standards, Works with a cross functional team of direct and indirect reports.

*Management Achievements:*

* Inspired new energy and confidence within the team by demonstrating personal enthusiasm. With creation of ESCAPEgroup for better team collaboration. Crafted : Zoom In sessions (Best practice sharing).

*Impact of Activities:*

* The recommended new initiatives resulted in an incremental revenue. Suggested various process improvement initiatives for better alignment and stakeholder satisfaction.

*Concrete Results:*

* Consistently exceeded expectations in the company, with high performance ratings and promotion.

**Company: Cranes Software International**

**Role:** Consultant Reporting To : Vice President (APAC)

**Company Profile:** Providing Engineering Simulation software product and solutions across the globe.

**Duration:** June 2005 to Sep2006

**Major Role:Instrumental in setting up CES** (Consulting Division), for strategic projects focusing on :

* + **defining annual business objectives, Business Planning and revenue planning,** **Mergersand Acquisitions and post merger integration.**
  + **Plan, prepare and organize media events.**
  + **Deal engagement with High Net Industry Clients.**

**Other Main Functions:**

*Solutions:*

Worked for stakeholders in conceptualizing models, framework, tools for setting up CES (consulting) operations, create business plans/revenue targets, implementation strategies, operational plans, industry relationships/networks, and proposals, Executive-level reports, translating Marketing farmeworks into realistic initiatives,conduct sessions,creation of marketing plan, drive the annual and periodical marketing plans and process, Bid Management , drive demand management,account management, value based selling, Resource Management, planning for accelerating the revenue growth,forecasting, opening up of additional revenue streams,defining annual business objectives, Business Planning and revenue planning. Plan, industry and product segmentation, Mergersand Acquisitions and post merger integration prepare and organize media events. Managing media relations (MR) activities focusing on strategy and financial CommunicationsPlan, prepare and organize media events Social media strategy development, Press release and blog strategy, deal engagement with High Net clients **in various industry,** partner engagement business partnership opportunities. Worked for development of SBP (Strategic Business Plan) for CES division and Inventex EPM suite of products. Worked for due diligence for partner selections and identifying potential acquisitions.

*Management Achievements*

* Established company as the leader within engineering simulation market with renewed focus redefining the image.Enabled the Company to be lauded as a **VBM model** in **Innovation Summit.** Represent company at market events, seminars, trade shows.

*Concrete Results:*

* Recommended new initiatives resulted in incremental revenue.

**Company: Innodata Isogen**

**Role:** Executive

**Company Profile:** Provided knowledge process and information technology services for information-intensive companies.

**Duration:** 2001 to 2003

**Major Role:**

* Instrumental in setting up frameworks for strategic projects focusing on:
* **Recurring Revenue Stream. New** **Market opportunities and Intelligence**.

**Other Main Functions:**

*Solutions:*

* Interacted with executive leadership teams to manage client needs and expectations. Led fact-finding meetings with executives and functional teams to develop business requirements.
* Instrumental in the setting up a cross-functional team from geographically diverse regions, in tandem with the senior management initiative, built the workforce from 4 to 30. Developed structure and processes to

support growth. Setting up the process for billability, delivery/pipeline. Build the **competitive frameworks, market opportunities** for **market intelligence**. Developed performance report’s for

division.

*Management Achievements*

* Implemented industry best-practices, created new and improved processes, and hence successfully
* optimized and stabilized internal and customer-facing operations processes.

*Impact of Activities:*

* Better accountability of profitability.Reallo­cated costs, created an energetic, results-driven culture.

*Concrete Results:*

* Achieved promotion to Team Manager.

# **PROJECT’S UNDERTAKEN**

With leading international firms (Identified high-value improvements **for various client).**

# **EDUCATION**

MBA/PGDM :MBA (Marketing and Finance) IMT Ghaziabad (6.95/9) . Bachelor of Engineering (Mechanical). (72.07%)

# **SKILLS & INTEREST**

PMBOK, SEC filling, Financial analysis,NPv,Program Management, Balance scorecard, strategy maps, Salesforce CRM, XML knowledge, MS office, stastical models, Customer Relationship Management, factiva , onesource, hoovers, process automation, condition monitoring SPSS knowledge,multivariate modeling, conjoint analysis,Ms Project, SAS / SPSS, conjoint models, statistical market research models with marketing models .

**Research Area :** Key Account Management and Planning,

**Interest :** Passionate about helping Less Fortunate, Silva Mind Control, Traveling and Rafting.

**Personal Qualities** :Flexible and open minded, Empowers individuals and teams (releasing potential), Enthusiasm.