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, various industry clients, experience in both mature and emerging markets, develop SBP (Strategic Business Plan), Overall strategy development, Strategic Plan, Operational Plan,Organization framework, policies, reports, dashboard framework, deliver financial commitments, Strategic advisory, Macro-Micro analysis, M&A, DCM, ECM, Real Estate project management and administration experience, full operational accountability, manage teams from diverse culture, natural business-winner,grant writing, multi cultural enviornmnet, research creation and execution, headcount responsibility,top and bottom-line targets, accelerate adoption, network, funding, cultivating client relationships, driving new business, commercial experience, driving product/process/business model improvements and orchestrating change throughout a high growth–focused organization media experience, manage global operations, Plans, develops, directs and oversees all operational activities, financial reporting, financial management, cost containment strategies, motivate team, develop marketing and demand generation programs, ecommerce strategy, Coordinate and track/report major projects, managing budgets, JV and Acquisition opportunities, duedilligence,driving and delivering the strategic operating model, Profit and Loss Balance sheet responsibility, Continuous improvement of the operating effectiveness and efficiency, experience in complex and multicultural environments, establishing the new operations, operational and general management, productivity and profitability, functional management operations, marketing, finance, HR, logistics, commercial and accountable for profitability of this project strategic direction, management, and technical control, hiring, career development, promotion, placement, training, and performance appraisal, direct the development of operating budgets and profit forecasts/targets, delivering the financial performance, deliver the vision, policy implementation, control of the Working Capital, UK and Asia client & project experience,working in the board area, motivate and inspire a team of people, building the new office from scratch, team, developing the business, designing and conducting research, developing a diverse brand portfolio, sales & marketing experience, driving strategic and operational initiatives, global strategy development, achieve short and long term business objectives, performance of key commercial contracts, Drive the group's brand values , proactive, transparent and collaborative communication,develop Investor Relations programme, IR events and communications,fundraising, managing budgets, oversees all legal matters, and supervises local administrative staff,managing grants, increasing confidence, organization representation, liaising with key business and functional members, conducting research and data analysis,meeting interest, developing industry partnership, driving change and productivity improvement, Monitor overall performance, manage the interfaces, product launch, office development, operational & budgtryresponsibility, efficient financial planning and analysis, excellent management skills with the ability to effectively direct operations, vision development, develop deep and client relationships, refine a go-to-market strategy , knowledge various industry sector, experience in a commercial operations environment, strong business acumen, demonstrated leadership skills, develop tactics and strategic planning initiatives, developed marketing plans aimed at driving the messaging, demand generation, positioning, lead generation, customer retention and growth initiatives, marketing and sales collateral development , sales tools, planning and leading the execution of new product launches, management reporting for entire division, programme management processes stregthening, Development and implementation of new and improved programme, support for M&A activity, annual planning processes, messaging framework, lead business planning framework, financial management and KPI reporting framework, new business arrangements, pricing framework, direct and control the financial and administrative resources, dashboard, conflict management and resolution experience, overseeing multiple projects simultaneously, accountable for the implementation of on time projects and budgets, Develop project scopes, schedules, and cost estimates, Coordinate project activities, work with all personnel, management and team building experience, excellent communication and interpersonal skills, effective resources utilization, new product development, cost reduction and R & D, ability to drive modernisation and change, consensus building, ability to work in the legislative and political arenas , understanding of the business model, program management, including demonstrated success implementing large and complex programs, improve competitive positions, responsible for P&L, managing full-time staff, including managing managers, managing external partnerships, Familiarity and comfort with electronic CRM systems, handle consumer specific primary and secondary research, managing both people and projects, ensuring the overall success, executing and closing merger and acquisition transactions, generate leads, Managing and executing the sales process, experience insight development, represent company at market events, seminars, trade shows, research and information management framework development, multi-cultural background and an ethical perspective, overall management and day-to-day operations result oriented with resoulution to key issues, adherence to project management methodology practices, implementing and managing corporate strategy, ability and experience in Risk Management, Performance Management, Product Development, Strategy, Accountable for achievement of the Customer Satisfaction target, support the Quarterly Business Review process, day-to-day business operations, and performance management ,Knowledge of marketing and sales processes, creation of marketing plan, drive the annual and periodical marketing plans and process, refine framework,support strategy rollout,drive innovation, Drive demand management, knowledge of marketing planning and operations, piepeline generation, sales strategies, value based selling skills, efficiency day to day functioning, implement standard operational procedures and guidelines, track record of successfully scale organizations, Manage all financial processes related to projects, preparation of forecasts, managing organizations with disparate locations and global presence, build a high performing team manage performance, Establish the performance goals, client segment, competitive and market analyses, effective planning, delegating, coordinating, staffing, organizing, and decision making to attain desirable profit making results, Strong focus on results - P&L management, Management Reporting, Analysis vs Budget, and forecast for each department, 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**

**Rajneesh Kumar**

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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, develop SBP (Strategic Business Plan), Overall strategy development, Strategic Plan, Operational Plan,Organization framework, policies, reports, dashboard framework, deliver financial commitments, improve levels of efficiency, productivity and profitability, manage global operations, research creation and execution, develop outreach, headcount responsibility, organizing seminars, symposia, and workshops,develop close working relationships with sponsors and partners, top and bottom-line targets, cultivating client relationships, driving new business, manage budgets, , managing contracts, revenue, growth; expense, cost and margin control; and monthly, quarterly and annual financial goal management, accelerate adoption, network, funding, ecommerce strategy, research creation and execution, demand generation framework, marketing plan, JV and Acquisition opportunities, headcount responsibility, duedilligence, insight development ,processes and operations, productivity and profitability, Profit and Loss Balance sheet responsibility, Continuous improvement of the operating effectiveness and efficiency ,managing budgets, delivering the financial performance, deliver the vision, policy implementation, control of the Working Capital, building the new office from scratch, research and insight development, team, developing the business, designing and conducting research, developing a diverse brand portfolio, global strategy development, achieve short and long term business objectives, performance of key commercial contracts, Drive the group's brand values, business model, oversees all legal matters, and supervises local administrative staff,managing funds , develop Investor Relations programme, IR events and communications, exceed sales targets, margin and profit, analyze financial data, reports and statistics, all hands meeting development, Prepare briefings, industry partnership, organization representation, meeting interest, framework to increase confidence, driving change and productivity improvement, manage the interfaces, product launch,Implement new processes and approaches, overseeing multiple projects simultaneously, management reporting, Strategic Plan, Operational Plan,Organization framework, policies, reports, ability to drive modernisation and change, effective resources utilization,research and information management framework development, Segmentation development, identifying new services, business models and recommendations, sales enablement and demand generation activities, support the Quarterly Business Review process best practices development, Evaluate complex situations accurately and identify viable solutions, manage relationships with project stakeholders, including internal and external clients, vision communication, Engaging with assigned strategic stakeholders, act as trusted advisors, continuously improve processes, 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, 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.