



MAJJI PRASAD

Retired Indian Navy Professional

Product Management | Project Management

Result-driven professional with a verifiable track record **targeting senior/ leadership level assignments in Quality Assurance / Project Management in the Defense Sector** with an organization of repute

Location Preference: Vishakhapatnam/
Hyderabad/ Bangalore/ Chennai/
Kolkata / Pune / Mumbai

CONTACT ME AT

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CORE COMPETENCIES

- Project Management
- Product Development
- Vendor & Resource Management
- Procurement Strategies
- Infrastructure Management
- IT Governance
- Strategic Planning & Implementation
- Risk Analysis & Mitigation
- Data Analytics
- Agile Management
- Quality Assurance
- Auditing & Budgeting
- Financial Statements Preparation
- Change Management
- Team Building & Leadership

PERSONAL PROFILE

- Energetic, driven, and accomplished **Naval Veteran** with a track record of success in managing complex **modernization and system integration projects in Indian Navy**
- **Successful track record of 20 years** of extensive experience in **managing administrative and operational work of electrical equipment in Indian Navy**
- Comprehensive experience encompassing **designing, sizing, setting-up, installing the maintenance & support**, gained proficiency in grasping the **functionality & business process** of service management and providing acceptable level of support to users
- Insightful knowledge of **business process analysis and design**, application based process reengineering, process optimization, cost control and revenue maximization from the various business system solutions
- Proven competency in suggesting appropriate as well as **technology-based solutions** for enhancing functional efficiency of the organization and achieving business excellence
- **Worked with Foreign Navies** from **France, Israel, Spain, Greece, Oman** (during foreign deployments) in sharing experiences with military and diplomatic fraternity from diverse, multi-cultural and multi-lingual backgrounds

Trainings & Certification Courses

- Scrum master from Scrum Alliance in Apr **2023**
- Pursuing Six Sigma Green Belt
- Pursuing Prince2 Certification
- Training Technology Course from Naval Institute of Education & Training Technology (NIETT), Kochi in **2017**
- Diploma in Client/Server Technology in **2007**
- Hardware and Networking Course in **2005**
- Certificate of CEO Training Course on MCS-5 with ADEC-UNI at Naval Dockyard, Mumbai in **2023**

Awards & Recognitions

- **Outstanding Instructor** from INS Valsura, Jamnagar in **2018**
- Honored in **Instructional Duties** from INS Valsura, Jamnagar in **2020**

Work Experience

Since Aug'22 | Executive | Bharat Dynamics Ltd., Vishakhapatnam

Key Result Areas:

- Currently leading ALWT project, contacting the design agency and checking the production stage
- Coordinating between design agency and production agency by checking documentations
- Developing procurement strategies, contacting the vendors for Quality assurance and bill of material preparation
- Preparing Financial statements, balance sheets, Auditing, budgeting & so on
- Evolving short term and long term strategy so as to increase time to market, address all business needs of the company through technology evaluation & solution architecture
- Delivering ready to use solutions aligned with business roadmap and providing competitive edge to business, efficient working & cost savings for the business

EDUCATION

- Post Graduate Diploma (Human Resource Management) from Andhra University, Visakhapatnam in 2020
- Chartered Engineer (India) (Electrical Engineering) from The Institution of Engineers (India), Kolkata in 2018
- AMIE Sec. A&B Qualified in Electrical Engineering from The Institution of Engineers (India), Kolkata in 2017
- Diploma in Electrical Engineering from INS Valsura, Jamnagar, Gujarat in 2012

SOFT SKILLS

- *Negotiation & Conflict Management*
- *Visionary and Decision Making*
- *Good Listener & Communicator*
- *Team Building & Interpersonal Skills*
- *High Business Ethics & Trustworthy*
- *Analytical Problem Solving*
- *Leadership and Delegation*

PERSONAL DETAILS

Date of Birth: 1st Jan 1985

Languages Known: English, Hindi & Telugu

Address: Shri Varshini Homes, F Block, 207, Appannapalem, Vepagunta, Visakhapatnam, Andhra Pradesh-530047

- **Managing Business User Relations;** interacting with internal users to understand their roadmap, provide alternate solutions, update users on the new trends in the industry to enable business to function effectively & increase the business process efficiency, reduce cost and gain competitive edge
- **Steering the Technology Solutions Team** to architect, deliver, & provide effective solutions on time; leading the In-house Software Development Team to deliver quality software in a timely manner, resulting in reduced time to market & cost reduction
- Conducting regular dialogues with the vendors for identifying and evaluating new technology platforms & solutions
- **Motivating team to focus on timely delivery,** efficient & effective application solutions and readiness for day-to-day business needs through implementing time bound plans, designing suitable technology architecture & selecting appropriate support resources
- Adhering to **Enterprise Governance & Compliance Policies** and enforcing regular controls at the inception stage while creating new process/systems
- **Ensuring that the information systems operate according to internal standards,** external accrediting agency standards, regulatory standards and legal requirement

Aug'02-Jul'22 | Indian Navy

Administration

- Managed Public and Non-public funds, preparation of SOC's & Board Proceedings for Technical projects, Budget Estimates, Revenue Estimates, Contingent Bills, Balance Sheets and Audits
- Procured through Government E-Marketing (GeM Portal)
- Human Resources Management

Technical

- Managed the activities like
 - Installation, Defect Identification, Repairs, Upkeep and Maintenance of various electrical and electronic equipment used onboard ships and integration with weapon systems
 - Power Generation and distribution, Generators Load Trails, Load Management, repairs and overhauling through external agencies
 - Gas Turbine Generator and Engine Controls and maintenance of starting Batteries
 - Automated and remotely controlled electro-hydraulic systems, instrumentation, protection systems and Security systems & Biometric authentication

Refit

- Prepared defect lists, ensured timely completion of refit activities carried out by the Dockyard and external agencies
- Organized Pre and Post refit trials, Testing and Tuning of various equipment
- Quality Control management

Teaching

- Provided Training on electrical subjects (Power Electronics, Electrical Machines, Digital Technology, Control Systems, Advance Control Engineering, Digital Control Devices, Microcontroller and Circuit Theory) and Conduct examinations and assessment boards of technical course in Indian Navy at INS Valsura, Jamnagar
- Prepared lesson plans as per the Job specification as a faculty in Control and Weapon Engineering Department (FCWE) at INS Valsura, Jamnagar