

Manjunath Changalarayappa

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Notes:

Education

PGDM (MBA)

July' 13 – Mar' 15

Indian Institute of Management, Trichy

IT, Marketing & Strategy

Bachelor of Engineering (BE)

Aug' 05 – July' 09

University Visvesvaraya College of Engineering, Bangalore

Information Science

Highlights

- Sales Operation & Strategy
- Strategic Planning
- Data Mining
- Account Based Marketing
- Financial Services
- Software Development Lifecycle
- Financial Planning & Analysis
- Product Development
- Digital Marketing

Work Experience

60 Months

HCL Technologies Pvt Ltd., Senior Management Trainee

July'15 – Till Date

- I work as a shadow for Global Client Partner managing a \$100 Million Investment banking client.
- Acted as a liaison for Corporate, Sales, Delivery, Operations, Finance and Legal team of a Platinum rated client.
- Developed an account level strategy to leverage Start-Ups in Financial services space to grow the account revenue.
- Initiated an account level marketing campaign to brand HCL more as a value provider than a price competitor.
- Developed an account specific website to demonstrate digital expertise of HCL which helped in winning a \$250K project.
- Overall responsibility of Managed Services Contract, T&M, and Managed Capacity contracts with net TCV of \$250 Million and managed 2 indirect reports.
- Designed and implemented processes to improve account performance by evaluating billing processes, compliance to contractual obligations, and revenue recognition as a result DSO was reduced by 40%.
- Successfully organized an account planning event with Sales heads, Delivery heads and Operation heads, to come up with a 5 point action plan for the FY 16-17.
- Enabling and assisting the onsite sales team to prepare an effective sales pitch.

Prequate Consultants Private Limited., Analyst (Summer Internship)

Apr'14 – May'14 (2 Months)

- Key responsibility included research, analysis and development of business and financial models for existing companies and new businesses with respect to Indian operating strategies and regulatory environment.
- Prepared product portfolio rationalization plan for an IT services company. Performed valuation of the firm and explored merger and acquisition opportunities for the company.
- Prepared financial models and investor memorandum for a R&D firm in biotechnology domain. Proposed a plan for equity restructuring of the research firm along with the valuation of their research projects

Fidelity Business Services India Pvt Ltd., Software Engineer

Apr'10 – Jun'13 (39 Months)

- Developed a fixed income money market REPO trading system transacting ~\$100 billion per day. Travelled to US to deploy the system in live trading environment
- Successfully integrated money market trading system to the existing bond system trading \$3-\$5 billion per day, by co-ordinating with other global (2 India, 3 US and 1 Ireland) tracks
- Re-engineered 8 web services to Java and database from Sybase to Oracle, an overall 32% reduction in response time.
- Developed replay trade feature for fixed income failed trades, reducing the duration to replay trades by 80%
- Part of the team which designed and implemented the rollback strategy for Sybase to Oracle re-engineering
- Migrated client applications from RHEL3 to RHEL5 servers with 99.99% uptime criteria
- Languages/Database/Tools: Java, SOAP/REST Web Services, UNIX, Spring, iBATIS, ORACLE, PLSQL and Tomcat.

Infosys Technologies Pvt Ltd., Systems Engineer Trainee

Aug'09- Feb'10 (7 Months)

- Trained on a project that simulated the requirements of a client to customize the Finacle Banking solution.

Projects and Leadership initiative

- Developed an automated testing tool which captures test cases, runs them and reports stability of the trading system.
- Designed a training program to help GTE solve technical issues in projects and understand the trading system.

Extracurricular Activities

- Featured in the top 16 teams in India at the LaunchPad event, organized by IIM Calcutta
- Captain of IIM Trichy Cricket Team, Spearheaded Fidelity Cricket Team bowling line up, which won the ICA Cup 2011
- Participated in the State Level Open Karate Championship in 2002.

Location: Bangalore