ANEESH GUPTA

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Business Development | CSM | Lean Six Sigma | Project Management | Operations | Agile Delivery | Software Solutions

13+ years of experience, honed through precision-driven execution across operations, project leadership, software development, and business development. Proven expertise in telecom, IT, and biotech sectors, with a strong foundation in cloud migration, Agile delivery, Quality Assurance, and strategic client acquisition.

❐ PROFILE SYNOPSIS

- Dynamic and results-oriented Project Management and Operations professional with over 12 years of experience delivering enterprise-scale software solutions and driving end-to-end project lifecycles within telecom and IT domains.
- Adept at leading cross-functional global teams, aligning technical initiatives with business strategy, and managing complex projects using Agile, SAFe, and PMP methodologies.
- Experienced in manual and automation testing, defect lifecycle management, and performance tuning for telecom platforms, ensuring high-quality deliverables.
- Proven expertise in cloud migration (GCP), SDLC optimization, stakeholder engagement, and process automation.
- Recognized for building high-performing teams, elevating customer satisfaction and executing critical releases with precision and consistency.
- Demonstrated success in business development, sales management, and strategic client acquisition within F&B and Pharmaceutical domains.

❐ CORE COMPETENCIES

- Business Development
- Project Management
- Agile & SAFe Methodologies
- Client & Stakeholder Engagement
- Quality Management
- Service Level Management

- Operations & Workflow Optimization
- SDLC & Quality Assurance
- Cloud Migration (GCP)
- Testing, Defect Lifecycle Management
- Automation & Process Improvement
- Lean Six Sigma Green Belt

- Onsite-Offshore Coordination
- Project Status Reporting
- Team Leadership & Mentoring
- Cross-functional Coordination
- Stakeholder Management

❐ NOTABLE ACHIEVEMENTS

- Led cloud migration from WebLogic to JBoss and GCP, improving efficiency by **25%** and saving $1.2M annually.
- Streamlined operations to reduce costs by **20%** and drive **15%** YoY revenue growth.
- Implemented Agile & SAFe, cutting delivery cycles by **30%** and boosting team productivity.
- Elevated client CSAT from **3.9 to 4.8+** via consistent quality delivery and stakeholder engagement.
- Delivered **100%** on-time, **zero-defect** releases for mission-critical projects.
- Certified ScrumMaster
- Lean Six Sigma Green Belt Certified

❐ WORK EXPERIENCE

Nov 2011 – Feb 2013, Apr 2014 – Jun 2024

Principal Engineer | Hughes Systique Corporation, Gurgaon, Bangalore & USA

- Led and managed a cross-functional team of 16 members, ensuring smooth execution across development, testing, and delivery phases.
- Engaged directly with clients for requirement gathering, design discussions, and feedback incorporation to align technical solutions with business needs.
- Managed project scope, schedule, cost, risk, and quality, ensuring alignment with business objectives and stakeholder expectations.
- Facilitated daily stand-ups, sprint planning, retrospectives, and status meetings to drive project momentum and transparency.
- Defined and monitored project KPIs and SLAs, with a focus on timely delivery, quality benchmarks, and client satisfaction.
- Created and maintained detailed project documentation, including project charters, roadmaps, risk registers, resource plans, and post-implementation reports.
- Owned operational planning and coordination, streamlining team workflows and aligning resource utilization with project priorities.
- Oversaw work allocation, resource planning, and team performance to meet delivery milestones and maintain high productivity.
- Ensured adherence to quality standards and SLAs through proactive monitoring and control.
- Conducted detailed code reviews, managed UAT processes, and facilitated seamless client handovers.
- Prepared and presented regular project status reports, highlighting progress, risks, and mitigation strategies to key stakeholders.
- Designed and developed complex business logic for enterprise-grade web applications, focusing on scalability and maintainability.
- Maintained and tracked project schedules to ensure timely and efficient content delivery.
- Actively contributed to in-house POCs, including WebLogic to JBoss migration and on-premises to Google Cloud transformation, demonstrating a proactive approach to innovation and system optimization.
- Established and enforced process improvements, including version control standards, CI/CD integration, and release management practices to optimize delivery efficiency.

Key Project:

MIW Tech Automation
Client: Mobile Integration Workgroup **| Duration:** Dec 2023 – Jun 2024
Team Size: 12 **| Environment:** Selenium, Java, Android, iOS, JIRA, GIT, Android Studio, Windows

- Developed new features and enhancements for MCellBlock (MCB) devices used for automated network testing across iOS and Android platforms.
- Resolved critical bugs in Android and iOS mobile applications to improve system reliability.
- Delivered enhancements ensuring compatibility with latest Android and iOS versions.
- Created automation scripts for network testing across telecom providers including AT&T, Cellcom, and Cricket Wireless.
- Conducted smoke and regression testing to ensure product stability and performance.
- Performed performance testing through custom scripts, enhancing test coverage and reliability.
- Contributed to the design and architecture of the MCB automation setup, enabling efficient regression testing.
- Led efforts to stabilize MCB systems used for live network testing by telecom clients.
- Spearheaded migration to SAFe Agile methodology as per evolving client requirements.
- Played a key role in improving client satisfaction, elevating CSAT score from 3.9 to 4.3.

HNS Aero (Project Eagle)
Duration: Nov 2022 – Dec 2023 **| In collaboration with Delta Airlines**
Team Size: 18 **| Environment:** Node.js, MQTT, MongoDB, GKE, Cloud Functions, PostgreSQL, Docker

- Led a cross-functional team of 4 onsite and 14 offshore members to develop a cloud-based system for real-time flight tracking, onboard Wi-Fi, and in-flight entertainment.
- Managed onsite-offshore coordination to ensure seamless execution and communication across geographies.
- Interfaced directly with the client to drive system design decisions aligned with business requirements.
- Designed and implemented Proof of Concept (PoC) solutions for handoff to the offshore team for further development.
- Optimized onboard system code for lightweight deployment, ensuring minimal resource consumption and high performance.

DSS Access Services
Client: Hughes Network Systems **| Duration:** Nov 2011 – Feb 2013, Apr 2014 – Jan 2023 **| Team Size:** 15
Environment: Java, JSP, Servlets, JavaScript, jQuery, Web Services, MongoDB, Oracle 11g, JBOSS 5/6, WebLogic, Apache Tomcat, SoapUI, Node.js, Rational ClearCase, JIRA, JTest, SONAR, AppDynamics, Tableau, Splunk, Kafka, MQTT, GCP, Cloud Engine, Cloud Functions

- Contributed to the development of DSS, HNS's OSS platform for its VSAT services, covering key modules such as Ordering, Access Services, and Billing.
- Developed new components ensuring backward compatibility in a live production environment.
- Provided low-level design based on functional requirements and participated in client discussions to clarify and refine scope.
- Followed full SDLC practices with comprehensive documentation and quality checks.
- Mentored new team members and trainees annually, playing a pivotal role in team onboarding and upskilling.
- Helped maintain a consistent CSAT score of 4.8/5.0 for over 6 years through quality delivery and team collaboration.
- Led major migration efforts from WebLogic to JBoss EAP 5, later to EAP 6, and eventually to Google Cloud using a microservices-based architecture.

Jun 2024 – Apr 2025
Business Development Consultant | Apurva Biotech, Karnal

- Expanding Apurva Biotech's business presence in the Delhi NCR region by supplying process filters and related paraphernalia to global F&B manufacturers.
- Managing end-to-end client/customer acquisition, tendering processes, and product sales initiatives.
- Establishing strategic partnerships, negotiating contracts, and ensuring successful client retention.
- Actively contributing to the growth and market expansion through targeted sales and business development activities.

Mar 2013 – Apr 2014
Gentleman Cadet (Indian Army) | Officer's Training Academy, Chennai

Underwent leadership and discipline training; discharged due to medical reasons.

❒ CERTIFICATIONS

- **Certified ScrumMaster**
- **Lean Six Sigma Green Belt**
- **Lean Six Sigma Yellow Belt**
- **Lean Six Sigma White Belt**

❒ ACADEMIC CREDENTIALS

- **Bachelor of Engineering (Computer Science)**
  Maharashtra Academy of Engineering, University of Pune | 2006 – 2011 | 58%

❒ TECHNICAL SKILLS

- **Languages & Tools**: Java, Node.js, Selenium, SOAP UI, REST Client
- **Frameworks**: Spring MVC, Hibernate, Apache Camel
- **Cloud & DevOps**: GCP, GKE, Cloud Functions, AppDynamics, Splunk
- **Version Control**: GIT, ClearCase, SVN
- **Tools & Platforms**: JIRA, Android Studio, Tableau, Kafka, MQTT
- **Databases**: MongoDB, PostgreSQL, Oracle, MySQL
- **Testing**: Regression, Smoke, Performance Testing
- **Web/App Servers**: WebLogic, JBOSS, Tomcat, NGINX