







ANEESH GUPTA

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Business Development | CSM | LSSGB | Project Management | Operations | Agile Delivery | Software Solutions

13+ years of cross-functional leadership experience across Telecom, Aviation, IT, F&B, and Pharma sectors. Proven expertise in team management, process definition, and end-to-end project delivery. Adept at managing high-value client relationships and driving business development through Agile methodologies, stakeholder engagement, and cloud transformation—consistently delivering scalable, client-centric solutions.

□ PROFILE SYNOPSIS

-  Dynamic and results-driven Project & Operations Leader with 13+ years of experience managing end-to-end project lifecycles and delivering enterprise-scale software solutions across Telecom, IT, F&B, and Pharma sectors.
-  Proven ability to lead cross-functional global teams, align technology initiatives with business strategy, and execute complex programs using Agile, SAFe, and PMP methodologies.
-  Strong expertise in cloud migration (GCP), SDLC optimization, stakeholder engagement, and process automation to drive efficiency and scalability.
-  Expertise in software testing, defect lifecycle management, and performance tuning to ensure high-quality deliverables.
-  Built high-performing teams, streamlined processes, driving customer satisfaction through timely project execution.
-  Created profit centres through business development, sales enablement, and strategic client acquisition and retention.

□ CORE COMPETENCIES

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| ▪ Project Management | ▪ Onsite-Offshore Coordination | ▪ Strategic Planning & Execution |
| ▪ Business Development | ▪ SDLC & Quality Assurance | ▪ Quality Management |
| ▪ Client & Stakeholder Engagement | ▪ Testing & Defect Lifecycle Management | ▪ Service Level Management |
| ▪ Agile & SAFe Methodologies | ▪ Automation & Process Improvement | ▪ Stakeholder Management |
| ▪ Team Leadership & Mentoring | ▪ Operations & Workflow Optimization | ▪ Project Status Reporting |
| ▪ Cross-functional Coordination | ▪ Cloud Migration (GCP) | ▪ Lean Six Sigma Green Belt |

□ 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 mentored multiple cross-functional teams with up to 16-members across development, QA, and support, fostering collaboration, accountability, and high performance.
- Acted as the primary liaison for clients and stakeholders, aligning technical solutions with business needs through continuous engagement and feedback.
- Managed end-to-end project delivery—scope, timelines, budgets, and risks—ensuring alignment with business goals and stakeholder expectations.
- Drove Agile ceremonies (stand-ups, sprint planning, retrospectives) to maintain team focus, transparency, and velocity.
- Defined and tracked KPIs, SLAs, and success metrics, with a focus on timely delivery, quality outcomes, and customer satisfaction.
- Directed resource planning, task allocation, and performance reviews to optimize productivity and meet delivery milestones.
- Ensured delivery excellence through rigorous quality checks, proactive risk mitigation, and SLA compliance.
- Spearheaded client handovers, UAT management, and post-release support to ensure seamless transitions and high customer confidence.
- Prepared and presented project status, risk, and roadmap updates to internal leadership and external stakeholders.
- Championed innovation via cloud migration (on-prem to GCP) and infrastructure modernization (WebLogic to JBoss).
- Established delivery best practices including CI/CD pipelines, version control protocols, and process automation.

Key Projects:

MIW Tech Automation

Client: Mobile Integration Workgroup | **Duration:** Dec 2023 – Jun 2024

Team Size: 12 | **Environment:** Selenium, Java, Android, iOS, Slack, JIRA, GIT, Android Studio, Windows

- Led key feature development and platform enhancements for MCellBlock devices used in automated network testing across Android and iOS.
- Resolved critical app issues, improving system reliability and ensuring compatibility with latest OS versions.
- Designed automation scripts for telecom network testing across major carriers (AT&T, Cellcom, Cricket Wireless).
- Directed smoke, regression, and performance testing initiatives to ensure stability and expand test coverage.
- Contributed to automation architecture design, improving regression cycles and system scalability.
- Stabilized MCB systems for live telecom testing, enhancing delivery consistency.
- Spearheaded SAgile implementation to align with evolving client delivery frameworks.
- Played a key role in increasing client satisfaction, raising CSAT 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 globally distributed team (4 onsite, 14 offshore) to deliver a cloud-based system for real-time flight tracking, onboard Wi-Fi, and entertainment.
- Managed onsite-offshore coordination and task flow to ensure smooth execution across geographies.
- Interfaced directly with Delta Airlines to translate business needs into technical design and delivery plans.
- Designed PoCs for onboard systems and guided offshore teams through development and implementation.
- Optimized embedded codebase for lightweight deployment and high-performance execution in constrained environments.

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 and scaling of DSS—HNS's OSS platform—across ordering, access, and billing modules.
- Delivered new features with backward compatibility in live environments, minimizing disruptions.
- Provided detailed technical designs, collaborated with stakeholders to refine requirements, and ensured delivery alignment.
- Championed quality practices across SDLC, maintaining extensive documentation and code reviews.
- Mentored new team members annually, fostering a high-performing and self-sustaining team culture.
- Maintained a consistent CSAT score of 4.8+ for over 6 years through reliable delivery and stakeholder trust.
- Led phased migration from WebLogic to JBoss and later to microservices on Google Cloud, modernizing the platform 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

❑ 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