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
- 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.
- 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

- Project Management
- Business Development
- Client & Stakeholder Engagement
- Agile & SAFe Methodologies
- Team Leadership & Mentoring

- SDLC & Quality Assurance
- Cross-functional Co-ordination
- Automation & Process Improvement
- Operations & Workflow Optimization
- Cloud Migration (GCP)

- Strategic Planning & Execution
- Status Tracking & Reporting
- Onsite-Offsite Co-ordination
- Certified ScrumMaster
- 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.
- **Testimony of my competence is that the same company rehired** me post my unfortunate medical discharge from the Army
- 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 cross-functional teams of up to 16 members, ensuring smooth execution across the entire product lifecycle
- Engaged directly with clients for design, architecture, expectations and timelines ensuring complete client satisfaction
- Managed projects including schedules, costs, risks, and timelines aligning with business objectives and stakeholder expectations.
- Defined KPIs and SLAs, ensuring constructive monitoring for timely delivery maintaining quality benchmarks, for complete client satisfaction.
- Took complete ownership of resources and team performance to meet delivery milestones within time and cost constraints
- Structured code, processes and deliverable reviews for seamless client handovers was **the highlight of all projects**
- Interacted with management and key stakeholders for project updates and risk mitigation strategies
- Designed and developed complex business logic for enterprise-grade web applications, focusing on scalability and maintainability.
- 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.**
- Introduced organisation-wide version control standards, CI/CD integration, and release management practices to optimize delivery.

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

- Developed new features and enhancements for MCellBlock (MCB) devices used for automated network testing across iOS and Android platforms.
- Delivered enhancements ensuring compatibility with latest Android and iOS versions with bug resistant solutions.
- Created network testing test suites that could be deployed across telecom providers including AT&T, Cellcom and Cricket Wireless.
- Implemented smoke, regression performance testing to ensure product stability and high availability.

- **Set up the design and architecture of the MCB automation setup,** enabling efficient regression testing.
- Spearheaded migration to SAFe Agile methodology to meet evolving client requirements.
- **Was pivotal in improving client satisfaction (CSAT) score from 3.9 to 4.3.**

HNS Aero (Project Eagle)
Client: Hughes Network Systems In collaboration with Delta Airlines **| Duration:** Oct 2022 – Dec 2023 **| Team Size:** 14
Environment: Node.js, MQTT, MongoDB, GKE, Cloud Functions, PostgreSQL, Docker

- Led a globally distributed team of 4 onsite and 10 offshore members to develop a cloud-based system for real-time flight tracking, diagnostics, heuristics, onboard Wi-Fi, and in-flight entertainment.
- Managed onsite-offshore and client coordination to ensure seamless execution across geographies.
- Conceptualised Designed and implemented Proof of Concepts (PoC) and specifically optimized onboard system code for lightweight deployment, ensuring minimal resource consumption and high-performance development.
- Instrumental in increasing scope from 64 aircrafts to entire fleet of regional jets for Delta and its subsidiary airlines.

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

- Development team for VSAT services, covering key modules such as Ordering, Access Services, and Billing for HNS's OSS platform.
- Maintained a consistent CSAT score of 4.8/5.0 for **over 6 years** through strict compliance of SDLC practices, quality delivery, team collaboration and complete client satisfaction in a **live environment**.
- Mentored new team members and trainees annually, playing a pivotal role in team onboarding and upskilling.
- Led major migration from WebLogic to JBoss EAP 5, later to EAP 6, finally 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 a highly professional and rigorous training for the Army for over a year, was medically boarded out due to an unfortunate injury sustained during training.
- *Not-withstanding, the traits of **leadership, discipline, perseverance and error free timebound delivery under high stress environments have been ingrained for a lifetime.***

☐ 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