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PROFESSIONAL EXPERIENCE

INFOSYS LIMITED (http://www.infosys.com/)

Delivery Manager   *Bhubaneswar, India*   *Apr 2010-Till Date*

- Lead a unit/portfolio of 520 software professionals across USA, UK and India, delivering IT solutions to Infosys Hi-Tech clients such as Apple, Dell, Xilinx and Hitachi Data Systems. The portfolio clocked $34M in year 2011, seeing a growth of 40% as against an average growth of 22% for the vertical and a profit margin of 3% higher than the vertical profit margin
- Strategized and lead the rollout of LEAN in service delivery within the vertical, showcasing a cost savings of $6.14M in the year 2011
- Mentored and supervised 8 senior project managers, 4 of whom were promoted to group project managers (company traditionally promotes 20% of eligible candidates).
- Received "Best DU" award, given to the unit, based on growth, profits, operational efficiency, quality of deliverables, customer feedback and employee attrition.

Group Project Manager   *Bhubaneswar, India*   *Aug 2008- Mar 2010*

- Spearheaded a team of 250 software professionals who delivered some key IT solutions for Apple's Supply Chain Management and Sales & Customer Relationship Management groups.
- Conceptualized and established a Centre of Excellence (CoE) on Business Intelligence to provide reporting solutions on different business metrics. The CoE influenced $6M new business in the first year of its inception.
- Designed and implemented an operation excellence framework that increased operational efficiency and utilization of resources of the overall unit, resulting in $2M/annum savings for the manufacturing vertical.
- Turned around employee satisfaction/motivation of the unit after assuming its responsibility. The survey (conducted by Gallup) result of the unit improved from 20th position to no 1 position. The unit also saw the lowest attrition of 7%, a figure 5% lower than the average attrition of all units.

Business Development Manager   *California, USA*   *Feb 2007-Jul 2008*

- Leveraged my relationship to start Infosys business in a new group of an existing account. Clocked $12M revenue from this new group within just one year.
- Worked with Hi-Tech sector lead to define the strategic business plan for the sector to meet top-line target of $150M.
- Lead pursuit of 3 large multi-million outsourcing deals involving solution definition, staffing and pricing.
- Opened a new account for Infosys in Hi-Tech sector, generating $5M revenue within 18 months.

Senior Project Manager   *California, USA*   *Feb 2005 -Jan 2007*

- Managed a $7M IT program (60 members team), which created a platform for 1to1 marketing, resulting in reduction of campaign run time from 3 days to mere 15 minutes
- Worked with client IT group and business group to define system roadmap and budget the IT spend across vendors for a year as part of client's annual budgeting process
- Managed the first project executed from Infosys China for the account successfully even though the team was new to Infosys culture and operation, creating another talent source for the account.

Project Manager   *California, USA*   *Aug 2003 -Jan 2005*

- Managed couple of turnkey IT projects: a. Customer Data Integration (CDI) by creating a Customer Hub integrating different customer demographic information captured through various touch points, creating 10M purchase ready accounts b. Customer self service portal that helped client save 5$/call.

- Conceptualized and proposed a technical solution that helped client to reduce its hardware cost by $3M in 2 years.
- Developed and maintained client relationship to get new business in the portfolio. The team grew from 3 to 20 within 6 months generating $1.3M/year for Infosys.
- Lead and mentored a team of 20 across USA and India

Programmer Analyst   *California, USA & Bhubaneswar, India*   *Apr 2000-Jul 2003*

- Started Apple account operation from Bhubaneswar surmounting initial operational challenges.
- Lead a team of 8 to build successfully a marketing database, which was client's first effort to build a global system that supported all regions and languages.
- Ideated and implemented common framework architecture to capture customer demographic information across touch-points, resulting in $.5M savings for the client.

Software Engineer   *Bangalore, India*   *Oct 1998-Mar 2000*

- Designed and programmed a computer application to calculate customs duty for various products. Finished my modules ahead of time and helped the lead pick up others task. Assumed the project lead responsibility in the 2nd phase of execution of the project.
- Translated business requirements of implementing FTC Do Not Call into systems design and implemented the system changes, averting at least $5M fine.
- Trained around 60 new engineers on account specific technology when engineers started to work on Apple account.

JINDAL STEEL & POWER (http://www.jindalsteelpower.com/)

Engineer   *Raigarh, India*   *Jun 1996-Jul 1998*

- Lead and mentored a team of eight junior and senior engineers to manage process of Sponge Iron production from a Direct Reduced Iron plant (Kiln).
- Collaborated with NIT Rourkela to do detail analysis of accretion formed in the kiln and optimized the process parameters based on the findings. This process optimization increased the operational life of the Kiln from 40 days to 75 days, improving throughput of the kiln.

EDUCATION

2012-2013	**MIT Sloan**	**Cambridge, USA**
	MBA -MIT Sloan Fellows Program in Innovation and Global Leadership	
2009-2010	**Indian Institute of Management (IIM)**	**Calcutta, India**
	Senior Management Program (Distant Learning Certificate Program)	
1992-1996	**National Institute of Technology (NIT)**	**Rourkela, India**
	Bachelor of Engineering in Metallurgy	

ADDITIONAL INFORMATION

- Lead a community service effort "Pratibha Poshak" meant to identify, nurture and support bright students who are below poverty line.
- Mentored Infosys Bhubaneswar Sports Master club that own best club award 2 times consecutively for organizing maximum number of events drawing maximum participation.
- Awarded multiple times Infosys Excellence Awards (award given to few tens out of 100,000 every year) for excellence in project execution and driving key initiatives