# SUMMARY

21+ years of extensive experience in Client Engagement, Vendor Management, IT Development Management and Project Delivery, instrumental in designing and implementing cutting-edge IT Business Solutions for Global Conglomerates in Pharma & Healthcare, High-Tech Domains, Manufacturing and Retail.

Satish’s portfolio includes following:

* Delivery, Presales and Capability building for Practice.
* Resource management & forecasting, People management for plus resources, development, mentoring & coaching.
* 12+ years of Experience as a Project Manager,8+ in Cloud Applications, Cloud migrations, Systems
* Expertise in the Onsite – Offshore model and SDLC, SAP ASAP Methodology and SAP AMS & SAP implementation Projects. Very good experience in managing the deliverables in every phase of the process.
* Widely experienced leader working with clients across the globe (USA, UK, Germany, Israel, Philippines, and India), experienced with global and local delivery models.
* Satish also has good experience in managing projects in Application Development, Data Warehousing and Application Integrations.
* Played a Competent role in all Pre-Sales activities, POC creations, Proposals, RFP, RFQ preparations.
* AWS Setup and Cloud Application Migrations, Server Management.
* Rich experience in building Practices & COEs from scratch and managing self-fueling growth.
* Conducted SAP Trainings in the areas – SAP Upgrades, SAP S/4 HANA migrations, SAP HANA Admin and Modelling, SAP C4C, SAP Administrations, SAP BO/SAC, SAP Netweaver, SAP BYD, SAP BPC.
* Versatile SAP experience in Project Management, Implementation, Roll-out & Support Projects
* Managed resources up to 110 directly and indirectly.
* Experience in Data Migration Projects from legacy systems to ERP systems, upgrades in on-premises/Cloud Environments.
* Understanding technical technologies across multiple technologies specifically Java, .Net, Analytics platforms (Tableau, Power BI, Birst)
* Passionate Learner with knowledge across different technology platforms mainly on Business

Intelligence with domain knowledge across various domains

CORE SKILLS AND COMPETENCIES

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Customer / Vendor / Stakeholder Management Proposals, Contracts & RFPs Budgeting Financing IT Business TransformationRisk Mitigation Productivity

Client

Management

Proposals & Contracts  Project Monitoring  Broad based Software Development  Risk Management  Issue Resolution Change Management  Configuration Management  Audit  Budgeting and Forecasting  Compliance and Quality Regulation Agile Practices

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Account

Management

# KEY AREAS OF EXPERIENCE

* SAP ECC, S/4 HANA Implementations, 3rd party Integrations to SAP Products, SAP Upgrades, SAP Analytics (SAP BO, SAP SAC)
  + Presales, Demo Prep
  + SAP AMS
  + SAP Netweaver Stack (BI/XI/PI/EP) Implementation, SAP HANA DB and Analytics, SAP Predictive Analytics, SAP S/4 HANA, SAP administration (Basis), SAP Conversion & Upgrades (ECC to SoH, ECC to S/4 HANA, SAP ERP 4.7 to ECC 6.0, XIR2 to BO, BO to SAC, SAP Portal Migrations), SAP BPC Planning, SAP Security , SAP C4C, SAP SuccessFactors , SAP B1, SAP HCI/BTP, Sap Leonardo, SAP Ariba, SAP Hybris
  + Business Scenarios - P2P,O2C
* SAP Cloud Environment – SAP HCP, SAP Hybris, SAP in AWS
* Non-SAP Solutions - Mobile Apps, .net Projects, JAVA Application development and ERP Integrations
* Data Lake and Data Wearhouse (ETL)
* SAP ERP Testing and Automation
* SAP on AWS Infrastructure, SAP on Private Cloud
* AWS Server Administration
* Analytics & Platforms: SAP SAC, SAP BO, Power BI, Tableau, Birst
* Product Development: AP Automation (iKapture), BTW (byetheway), Legacy shield, Predictive Analytics areas, Customer Segmentation Analytics, Vendor Reconciliation Portal, Analytics in plug and Play
* Technologies & Tools: Microsoft Teams & Apps, Jira, Trello boards, Basecamp, Microsoft Project Planner, Planner, Odoo PM tools, Zoho CRM, Zoho Projects

# Certifications

* PMP - Project Management Professional

Employer Details

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| Period | Employer | Last held Role |
| Sep’22 to till-date | Sailotech Inc | Business & IT Project Manager  HCLTech – Sensormatic by Johnson Control |
| June’ 21 to July 22 | Systems Plus | Delivery Lead/Project Manager |
| Jan’ 20 to June ‘22 | Sailotech India | Program Manager |
| Nov ‘17 to Dec ‘19 | Saberpoint Inc | Sr. Solution Architect/Global Delivery Manager |
| May’ 14 to Oct’17 | Saberpoint India | Delivery Head |
| June’ 10 to Apr’14 | Anantara Solutions | Sr. Consultant / Project Manager |
| June ’09 to May’ 10 | V-Info Systems | Lead Consultant |
| Dec’07 to June’ 09 | ABB Vendor Resource | Project Lead |
| Dec ’05 to Dec’07 | CNN Technologies Inc | SAP Consultant |
| Feb’ 01 to Mar 2005 | BEE Technologies Pvt Ltd | Consultant |

Project Details

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| Employer & Period | Client | Industry Type | Project Type | Technologies | Role |
| Sailotech Inc,  Sept’ 22 to July ‘23 | Sensormatic by Johnson Control | Retail | Implementation  A) Data lake (Oracle ,ServiceMax ,CPQ) to GCP  B) ServiceMax to ServiceNow WO and Case integration  C)Service Board Application | Oracle Fusion  Google Cloud Platform, ServiceMax, MuleSoft, ServiceNow | Project Manager |
| Systems Plus, June’21 to July’22 | New Balance Inc | Global Apparel & Footwear Manufacturing, Retail | Resource Management | ERP Testing | Delivery Lead, Project manager |
|  | Carter’s Inc | Retail | Data Engineering services | AWS, SQL Services | Project Manager |
|  | Secure Parking Pvt Ltd | Parking Lot | Web, Mobile Application Implementation and Support | .net, SQL server, Android | Delivery manager |
|  | Kirbycorp Inc | Tank barge operator – Transporting. | Web Application Implementation & ERP Integration | Azure & .net, Oracle EBS, web Services | Delivery manager |
|  | Armed Forces Insurance (AFI) | Insurance | Web Application and Support | .net, SQL server, Webservices | Delivery manager |
|  | The Crosby Group | Manufacturing lifting and material. | Implementation -  E-Commerce B2B, B2C applications and Integration to SAP S/4 HANA | SAP S/4 HANA,  SAP O2C, SAP ABAP, Web Services, Magento, Adobe Cloud | Delivery Manager/Project Manager |
|  | New Balance | Global Apparel & Footwear Manufacturing, Retail | Implementation  File – PGP Encryption | Open PGP  MFT- GoAnywhere | Delivery Manager/Project Manager |
| Sailotech,  Jan’ 20 to June ‘22 | Greif Inc | Manufacturing | Implementation  Data Lake – Customer Segmentation | Python, Tableau , SQL server | Program Manager |
|  | Nipro Corporation | Manufacturing - Medical Equipment | Implementation  SAP S/4 HANA Integration with Tax Portal | SAP S/4 HANA, SAP ABAP/4 , Webservices, JAVA Portal | Program manager |
|  |  | Product Testing Company | Implementation  Predictive Analytics on Test cases | AWS, Python, AI/ML, Tableau | Program Manager |
|  | Sailotech Inc |  | Product Development:  iKapture.ai  Customer Segmentation Analytics  Conversational AI – BOT Integration | AWS, Python, AI/ML,JAVA ,PostgreSQL, SAP S/4 HANA,SAP B1, Oracle EBS, Infor LN Integrations | Product Manager |
| Saberpoint LLC,  Aprl ’14 to Dec ‘19 | Aceto/Rising Pharma | Pharmaceutical | Implementation, AMS  SAP S/4 HANA  SAP ATTP  SAP Data warehouse  SAP BO | SAP S/4 HANA,  SAP ATTP  SAP BODS, SAP Webi, Lumira,  SAP Design Thinking | Solution Architect/Delivery Manager |
|  | Aspen Aerogel | Manufacturing | Implementation & AMS  Web Application and Analytics | .Net, Oracle EBS, Webservices, Analytics plugin’s | Project Manager, Delivery manager |
|  | Weichert | Realtors | Implementation & Upgrade | SAP BO and dashboards | Solution Architect/ Project Manager |
|  | Stemcor Inc | Global Steel trading | Implementation | AWS Private Cloud  SAP ERP  SAP BO  SAP Business Planning | Solution Architect,  SAP Admin,  Delivery Manager |
|  | Astor Chocolate | Manufacturing | Implementation & AMS | SAP ERP | SAP Admin, Delivery Manager |

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|  | iPark | Parking Lot | Implementation and AMS | SAP ERP | Sap Admin, Delivery Manager |
|  | Fordham university | Education Institute | Implementation & Support  Mobile Security App | Android, IOS, MYSQL | Delivery Manager |
|  | Saberpoint Inc |  | Mobile APP - BTW | Android, IOS, MYSQL | Solution Architect, Product Manager |
|  | New Jewish home | Health Care | Implementation | SAP BO and dashboards | Delivery Manager |
|  | Softcard Inc | Wallet company | Implementation  Cohort Analytics | SAP BO and dashboards | Delivery manager |
|  | Fisher Homes | Real Estate | Upgrade & Implementation | SAP BO and dashboards | Solution Architect/ Project Manager |
|  | Polifilm Inc |  | Upgrade & Implementation | SAP BO and dashboards | Project Manager |
|  | CBCS | Services | Upgrade & Implementation | SAP BO and dashboards | Delivery Manager |
|  | Guardian Products Inc | Services | Upgrade & Implementation | SAP SAC , SAP Planning, Dashboards | Project Manager |
|  | Dispenser Service | Services | Upgrade & Implementation | SAP BO and dashboards | Project Manager |
|  | Rappahannock-Electric-co | Services | Upgrade & Implementation | SAP BO and dashboards | Delivery Manager |
|  | Arjaywireless Inc | Retail | Implementation & AMS | AWS Cloud  SAP ERP  SAP BO and dashboards  SAP Planning | Solution Architect/ Project Manager |
|  | PHT Corp |  | Implementation | SAP SuccessFactors | Delivery manager |
|  | Caltron Securities | Services | Implementation | SAP C4C | Delivery manager |
|  | Konecranes | Manufacturing | SAP AMS | SAP ERP | Project Manager |
|  | Legacy Shield | Services | Product development | .net, SSIS,SSRS,SQL server | Delivery manager |
| June’ 10 to Apr’14 | Hinduja Global Solutions | Services | Upgrade and Implementation | SAP 4.7 to SAP ECC 6.0, SAP Adobe Interactive Forms  SAP Solution Manager | Project Manager |
|  | Coats PLC | Manufacturing | Implementation  Supply collaboration Portal  SAP Global reporting  SAP Planning | SAP Enterprise Portal  SAP KM  SAP BPC | Solution Architect, Project Manager |
|  | Piramal Healthcare | Healthcare | Implementation  Portal and forms | SAP Portal  SAP Adobe Interactive Forms | Project Manager |
|  | Gatgepatil Industries | Manufacturing | Implementation ,  IOT Automation & Integration to SAP | SAP Portal  SAP PI  SAP Solution manager | Solution Architect, Delivery Manager |
|  | LAPP INDIA | Services | Upgrade | SAP ERP 4.7 to SAP ECC 6.0 | Project Manager |
|  | IAL  Sonic Bochem  Wockhardt |  | Implementation | SAP Portal  SAP Adobe Interactive Forms | Project Manager |

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|  | Siemens Energy , USA | Training | SAP ECC to SAP SOH | Trainer |
|  | Dexler Information Solution | Training | SAP ECC to SAP S/4 HANA 1610 | Trainer |
|  | Other Companies in multiple locations | Training | SAP HANA Modelling and Admin, BODS  SAP BO  SAP ABAP  SAP Portal, SAP KM, SAP BPC, SAP ERP end user , SAP Overview | Trainer |

# Professional Experience

**HCLTech – Sensormatic by Johnson Controls Project Manager**

**Responsibilities:**

* Responsible for project’s daily management during development, SIT and UAT
* Responsible to drive assigned workstream executables through recurring meetings, Workplan, RAID log.
* Projects tracking within engagement and report to GPO.
* Responsible for delivery for Business and IT. Co-ordinate between Business team and IT services team on the project deliverables
* Monitor results against established timelines, deliverables, tasks, dependencies, and associated specifications.
* Dispersing tasks, monitoring progress, identifying, and foreseeing risks to be mitigated and ensuring smooth project milestones and deliveries.

**Systems Plus Delivery Lead**

**Responsibilities:**

* Customer relationship management
* Plan and execute account/engagement level strategies ensure customer satisfaction.
* Ensure resource availability for delivery.
* Billing and revenue recognition
* Consolidated revenue and forecast based on trend in actual.
* Manage Risks from external factors for account strategy, manage quantitative analysis of risks associated with new proposals, manage people risks to delivery.
* Manage engagement delivery.
* Projects tracking within engagement.
* RFP/RFI response (Security Insurance Group)
* Develop and maintain strong relationships with partner alliances & Delivery manager
* Project manager for the 6 clients.

**Sailotech Inc Sr Solution Architect/Program Manager**

**Responsibilities:**

* Responsible for the vision, leadership, strategy, planning, Presales, prioritization and direction of SAP Services, Analytics &AI &ML Services
* Responsible for SAP S/4, SAP ECC Services, and Integrations delivery
* Develop and maintain strong relationships with partner alliances.
* Management, motivation, and coaching of internal and externally outsourced staffing Demos to Prospects/Customers on the Products
* Planned and initiated new projects involving Digital Technologies
* Responsible for team motivation and productivity
* work with Business team and stake holders to develop and execute product vision.
* Inform, influence and support product design/management as well as operational processes.
* Managing a Data science portfolio of data scientist and data science projects through development, delivery and support.
* AWS Infrastructure Setup and recommended best technical solution to migrate applications to AWS.
* Cloud Management & Troubleshooting.

**Saberpoint Inc Sr Solution Architect/Global Technical Delivery Manager**

**Responsibilities:**

* Develop and maintain strong relationships with SAP partner alliances, Delivery Partners in SAP Network.
* Key member of senior leadership team
* Manage engagement delivery.
  + Projects tracking within engagement.
  + RFP/RFI response
  + RFP/RFI, Develop POC plans with agreed use cases.
* Participate in managing and reporting the opportunity pipeline with Management and Sales team.
* Mobile apps on android /iOS
* Responsible for Solution design and execution for SAP Technical projects in the areas of SAP S/4 HANA, Cloud deployments (AWS , Rackspace) and Migrations /Upgrades /Conversions
* Responsible for SAP S/4, SAP ECC Installations, Upgrades
* Responsible for Greenfield Migration of SAP ERP and Training
* Responsible for working with teams on Delivery, Integration architecture and work flow between different applications
* Ensure resource availability for delivery.
* Billing and revenue recognition
* Manage pre-sales functions including discovery and identifying potential solution opportunities.
* Responsible and accountable for People, Processes, and Technology
* Demos to prospects
* Responsible for S/4 HANA, SuccessFactors, SAC, ETL(BODS), BO, C4C, SAP ECC, SAP B1, SAP BYD, Services , License proposals/SOW’s
* Responsible for demo setup and configurations on newly released products such as SAC, SAP Advanced track and Trace(Serialization), SAP Leonardo, SAP HCI and Automation
* AWS systems account management , System upgrades, Application Deployment and Migrations.

**Anantara Solutions Sr Consultant /SAP Practice**

**Responsibilities:**

* Responsible for the vision, leadership, strategy, planning, Presales, prioritization and direction of SAP Services
* Collaborates with the Sales Manager and team to develop and implement programs to increase pipeline and close deals.
* Managed SAP Technical and Functional consultants
* Develop and maintain strong relationships with partner alliances.
* Responsible for Project proposals
* Demos to Prospects/Customers on the Products
* Planned and initiated new projects involving Digital Technologies
* Responsible for team motivation and productivity
* work with Business team and stake holders to develop and execute product vision.
* Inform, influence and support product design/management as well as operational processes.
* Manage project delivery by performing project management functions.

# EDUCATION

* Master of Computer Applications: Sri Venkateswara university, Tirupati, India .2000
* Bachelor of Science: Sri Venkateshwara University, Tirupati, India. 1996