

MANISH DHARIWAL

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DIRECTOR/CLIENT PARTNER-ANALYTICS, BUSINESS INTELLIGENCE, CLOUD AND DIGITAL

Driven and results-oriented **Client Partner** with over **twenty years** of broad involvement in solutioning and managing complex programs at Fortune 500 firms. Executive leader with expertise in big data, analytics, cloud, digital, business intelligence, and enterprise software solutions. Skilled at solutions sales, delivery management, team development, and client partnership. Sold and managed up to \$10+MM/year Analytics and BI portfolio having 150+ team size.

AREAS OF EXPERTISE

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|------------------------------------|----------------------------------|-----------------------------|
| ▪ Client Relationship Management | ▪ Advanced Analytics | ▪ Cloud and Digital |
| ▪ Portfolio and Program Management | ▪ Solution Sales | ▪ Dashboards & BI Reporting |
| ▪ Financial Services-Banking | ▪ Healthcare and Pharmaceuticals | ▪ Information Management |
| ▪ Big Data Solutions | ▪ Master Data Management | ▪ Roadmaps and Assessment |

PROFESSIONAL EXPERIENCE

CAPGEMINI, San Francisco, CA

2016-Present

Client Partner/Go to Market Leader

Sales support, account development, and delivery oversight for Life Sciences and healthcare-pharma, medical devices, bio pharma clients in West Coast area primarily in insights and data, BI, data management, cloud, and digital area.

For a Large Fortune 500 Life Sciences:

- Sold multiple analytics and BI, cloud-based project/programs and created analytics, BI, custom software development, and digital footprint in commercial and R&D by adding 25 resources with 2.5MM revenue/year run rate from scratch.
- Overseeing large multi-country program for Asia Pacific region to develop analytics and BI capabilities using data lake

HEWLETT PACKARD ENTERPRISE (HP/HPE), San Francisco, CA

2007-2016

Sr. Principal/Director Delivery and Solutions, Analytics and Data Management, 2012-March 2016

Delivery management, program/project management, and solutioning with in assigned accounts. Manage portfolio of analytics, BI and information management program/projects at various Fortune 500 healthcare and pharmaceuticals clients. Establish and manage senior IT leadership relationships within strategic accounts.

For a Large Public Sector Healthcare Agency for State of CA (Data Governance and Advanced Analytics as a Service):

- Pitched the analytics as a service multi-year program based on platform as a service approach
- Managed advanced analytics as service program including Hadoop-based analytics platform set-up, hypothesis testing, visualization development, and data governance; Report to client leadership for overall delivery of work.
- Developed the roadmap, proposal, charter and high level plan for data governance and advanced analytics program.
- Recruited and mentored data science team, big data architect, and analytics developers. Manage all deliverables coming from data scientists, big data architect, and analytics developers.
- Led the intake for analytics requests, manage financials for overall program.

For a Fortune 10 Healthcare and Pharmacy Services Client (Analytics, BI and Information Management):

- Accountable for enterprise-wide program/products portfolio delivery related to analytics and BI for pharmacy area.
- Engaged in big data discovery, scoping, and planning exercises to integrate big data with existing data warehouse.
- Delivered Master Data Management solutions; done roadmaps and assessments for building new data warehouse.
- Drove 150K+ hours per year with revenue of \$7-8MM per year at consistent gross margin.
- Managed and tracked a portfolio of analytics and BI projects; ensured client satisfaction at senior management level
- Prepared detailed staffing forecast to ensure collaboration between diverse work streams with 100+ onsite/offshore resources; reviewed SOW, technical scope, estimates and plan for projects
- Presented delivery metrics, refined delivery model, and tracked overall account-level issues and risks.

Delivery Manager/Principal, Analytics and Data Management, 2007-2012

Professional Experience Continued

Program, portfolio and project management with in assigned accounts. Manage portfolio of analytics, BI and information management projects at various Fortune 500 clients.

For a Fortune 500 Pharmaceuticals Client:

- Data Warehouse Development and Integration-Managed complex sales and marketing data warehouse development and various data integration and BI reporting work streams. Improved processes by better coordination between onsite/offshore, frequent updates, resource task planning for offshore operations having 50+ offshore team members. Optimized on delivery quality, communication and enhanced the development, QA, and release processes.

Fortune 10 Healthcare and Pharmacy Services Client:

- Data Integration-Adroitly supervised multiple (5-6) ETL architecture/design/development projects, scope, issues and change control. Keenly gathered scope, created estimates, staffing model, and provided detailed work schedule.

ACTUATE, San Francisco, CA**2006-2007****Consulting Manager, Analytics and BI Professional Services**

Accountable for selling and delivery of professional services to named accounts. Present solutions at various clients, work with license sales team, and manage delivery of services work at respective accounts.

Fortune 50 Transportation Client:

- Dashboard and Reporting-Presented and pitched professional services for Actuate software, managed business intelligence solution projects. Tracked change requests, risk, issue logs, in addition delivered status to PMO office.

Fortune 50 Financial Services Client:

- Supervised the overall account delivery for BI solutions and resolved the issues/risks resulting client satisfaction.

COMPUTER TASK GROUP, Chicago, IL**2001-2006****Project Manager**

Fortune 100 Pharmaceutical Client:

- Led the team of developers to design the system and developed technical requirements and design specifications for content management and web reporting solutions for drug manufacturing area

Fortune 50 Healthcare, Pharmaceuticals and Medical Devices Client:

- Delivered the web application and reporting system to manage content for of large pharmaceuticals client.

PRICEWATERHOUSECOOPERS, Atlanta, GA**2000-2001****Senior Consultant, Management Consulting Services**

Configured the supply chain products for order management process to enable e-commerce for Fortune 500 clients.

ADDITIONAL EXPERIENCE

Fortune 500 Healthcare Client, Enrollment System and Reporting Solution, Project Leader

Fortune 100 Manufacturing Client, ERP Implementation, Systems Analyst

Fortune 500 Retail Client, Web application and Reporting Solution, Solutions Architect

EDUCATION & CREDENTIALS

MBA, Finance, Accounting & Strategic Management, University of Chicago, Chicago, US

BS, Electrical Engineering, Dayalbagh Educational Institute, India

Certified Project Management Professional

PROFESSIONAL DEVELOPMENT

HP Global Method for BI Implementation, BI Strategic Plan Methodology, PwC Consulting Methodology Workshop, Oracle OBIEE, , Informatica Tools, Vertica Trainings, J2EE Certified, Actuate Trainings, Big Data Framework and Software Trainings