Rajnish Sharma
Project Lead Testing - Wipro Limited

Moorestown, NJ - Email me on Indeed: indeed.com/r/Rajnish-Sharma/0cc7b9424d26f29e

With over 15+ years of experience I have worked on various delivery engagements involving complex delivery modules, vendor & stakeholder management, project planning through to execution & have continually contributed towards solution design & pre-sales initiatives for large deals. Experience of delivering Security solutions for organizations across Pharma and Manufacturing sector. Along with my core delivery capabilities, I bring along a unique blend of business development & corporate training skills that I have accrued from delivering on various instances over the years. I am SCJP (Sun Certified Java Programmer) and Wipro Certified Scrum Master.
Willing to relocate: Anywhere
Sponsorship required to work in the US

WORK EXPERIENCE

Project Lead Testing
Wipro Limited   -   Mount Laurel, NJ - March 2014 to Present

USA

Focus: Transition, Project Plans, SOA, Reviews, Knowledge Transition, Functional Testing, Web Services
• End to end responsible for Transition from several incumbents to Wipro as single service provider.
• Review of MSA with leadership and drafting of SOW
• Test Estimation - Analyze the requirements, arrive at test scenarios and estimate for the testing phases (design, execution & support)
• Preparation and bubbling up the Microsoft Project Plan from Portfolio to Program level.
• Delegation of Project Plan to Portfolio Managers.
• Build deployment using Jenkins
• Standup call, Reviews, Driving Go-No-go meeting with key stakeholders, Conducting Triage call
• Hands on HPALM, JIRA, Fiddler
• Planning - Arriving at schedule for test activity, plan for environment, test data readiness.
• Reviewing of KT plans and reviewing with internal stakeholder on daily basis.

Project Manager
Wipro Limited   -   Chennai, Tamil Nadu - August 2014 to September 2015

Domain - Health Care Services; Solutions: Enterprise Security Solutions
Location: Chennai, India

Takeda is the world's 12th-largest pharmaceutical company with market presence which spans over 70 countries
Worldwide. The project involves taking over the current security solutions from its different incumbent vendor's in as it is stage and then transforming into Unity solutions.
Platform: Endpoint Security -Anti-Virus, Encryption, Personal Firewall, Single Sign On, Email Security/ Anti-Spam, Exchange /SharePoint Anti-Virus, User Access Management, Remote Access (VPN), Two-Factor Auth. and PKI; Threat Intelligence, Security Incident & Event Monitoring

Focus: Transition, Delivery, Project Plans, Quality Compliance, Project Management, Client interaction, Review meetings

• Prepare an appropriate Plan document (MPP), prepare schedule and Work plan by splitting the work products into manageable unit.

• Incremental sales: Worked closely with SME and Consultant in identifying the new opportunities and helped in creating SOW. Helped PMO team in getting SOW worth of 45K Euro.

• SLA management & drive performance improvement, making presentations at operational/steering committee level

• Plan and allocate human resources & monitor utilization for the projects. This involves taking over the responsibility on Resource Loading sheet and map it in SAP.

• Responsible for preparing the Estimation, Resource Allocation, Task Assignment, Project Planning and Tracking Budgeting, Getting OPEX and CAPEX approval in clarity. Creation of Bill of Materials and Purchase Order

• Manage changes to the requirement and work items as configuration management procedures.

• Extensive knowledge on Transition Management. Conducted due diligence by doing a Kick off meeting with customer and Portfolio leads.

• Preparing KT plans and ensure that play back sessions happened on weekly basis.

• Preparation of cookbook and getting it reviewed from SME before sending it across to customer for approval.

• Maintaining RAID and RACI log tracker and taking appropriate steps to mitigate the risk and escalate if it requires immediate attention.

Project Manager
Meltwater Group - Jaipur, Rajasthan - April 2010 to February 2014

San Francisco headquartered Meltwater Group is a SaaS company that specializes in productivity services. These services are geared toward assisting businesses in streamlining social media engagement, collaboration, and online marketing campaign management. Meltwater clocked $124mn in revenues in 2012 operating across 24 countries, over 800 employees and 20000 customers worldwide.

Focus: Delivery & Project Management, Quality Assurance, Profitability & Vendor Management

* Delivering 16+ engagements (mid & large) by managing a team of 130 personnel including 8 team leads across geographies - Couple of projects were implemented using Agile methodology resulting in faster workable deliveries and optimizing the key developers from different product verticals.

* Consolidating operations from Chennai and Bangalore into common delivery unit thereby reducing overall operational overheads, increasing overall productivity

* Ramped up team from 40 to 130 resources during 4 years

* Implementing 'Source Configuration Bible'- A quality reference manual to bridge various audit standards followed by different Geo leads

* Enabling effective change across various delivery phases

Key Highlights:

* Responsible for expanding support share from offshore unit by 25% points for Level 2 resources & by 10% points for Level 1 resources in just 2 years - This led to significant improvements in KPI's, SLA's and support level efficiencies

* Recommended a quality check model & it was accepted by the management for implementation - leading to drop in error % from as high as 30% to less than 5% over the last 3 quarters

* Implemented change in process from head count model to ticket based model. The ticket based model substantially brought down the overall expenses for the company on delivery engagements

Project Lead
NIIT China Ltd - Shanghai, CN - January 2006 to March 2010

Focus: Client Partner, Business Development, Training & Development, Project Management

* Responsible for managing 2 turn-key university clients with an objective of increasing NIIT enrollment footprint
* Managed senior level client interactions and reported to the Country Head on key delivery milestones and new business opportunities
* Explored opportunities across other universities, generated primary leads, made sales presentations to CXO's / Heads of Institutions
* Rolled-out Roadshows on "NIIT- In House model", in Nanjing and Shanghai University
* Enhanced NIIT's China business by articulating training needs of clients for multiple organizations in China
* Conducted corporate training programs for an industry leader in the Telecommunication & Convergence space
* Spearheaded a feasibility studies for clients' capability building and provided technical leadership to the system maintenance teams, for upgrading the skills of their employees on various platforms

Key Highlights:
* Consistently enhanced NIIT's China positioning across the education, government & corporate landscape leading to steady growth for 3 years
* Facilitated addition of 3 key accounts for NIIT's China portfolio by delivering on the right marketing approach
* Recognized with a special mention by Nanjing University of Posts and Telecommunications for conducting workshop on J2ME

Senior Lecturer

Ansal Institute of Technology   -   Gurgaon, IN - October 2001 to December 2005

Focus: Computer Science & Electronics Academics

Software Engineer

Globsyn Technologies Ltd   -   Kolkata, West Bengal - September 1999 to September 2001

Calcutta based IT services and solutions organization
Focus: Software Development & Testing

* Delivered on a sizable engagement for a large global Japanese bank on building a ASP based online 'Letter of Credit(LOC)' tool used for seamlessly conducting EXIM transactions between countries
* Involved in effort estimation, software analysis, design and development, solution architecture & SDLC process

Marketing Officer

Milton Plastics Ltd   -   Mumbai, Maharashtra - June 1997 to July 1999

Focus: Sales & Marketing

* Responsible for Annual Sales Planning & implementation along with driving sales through distributor & dealer channels for a broad range of Milton products
* Managed Carrying &Forwarding Agent (C&FA) operations for the region
* Coordinated with premier ad agency for ensuring effective brand building across print & TV media channels
Key Highlights:
* Rated amongst the top 3 Marketing Officer across Milton

EDUCATION

MBA
Army Institute of Management
June 1995 to April 1997

B.E. in Electronics
Nagpur University
June 1989 to January 1994

CBSE
Jawaharlal Nehru School
July 1988 to April 1989

SKILLS

JSP, Servlets, Project Management, Automation (4 years), Microsoft Project Plan (3 years), .Net, Selenium, Enterprise Security Solution (2 years), Agile, Scrum (2 years)

AWARDS

Sun Java Certified Programmer
August 2012

CERTIFICATIONS/LICENSES

Agile, Scrum and Project Management Certified Programmer
August 2015 to July 2017
This is Wipro Program