

SUDHIR KAUSHIK, MBA, PMP®

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Nationality: Indian

Address: Delhi NCR, India



SUMMARY AND SKILLS

I possess 12+ years' working experience with top MNCs and multicultural team. I am an avid learner and passionate towards following domains:

- Business Consulting
- Corporate Communication
- Project Management
- Corporate Training
- Proposal Development

EXPERIENCE

- Business Consultant (Chinese Business) with "Industrial Engineering Co., Ltd."
July 2017 ~ Now

Business Consultant, South East Asia Division, eBaoTech Corporation.

Wuxi, China

Nov 2016 ~ May 2017

- **Solution Development:** Analyze and develop solutions based on client requirement to implement a new functionality or modify the existing one.
- **Monitoring:** Closely monitor progress with development team.
- **Testing & Implementation:** Develop and execute **test cases** in different environment from internal testing to production to ensure customer delight.
- **Project Management:** Manage Stakeholders expectation, Enforce Quality built in product, Cost forecasting, Time management to ensure in time delivery.
- **Learning & Development:** Provide coaching and facilitation to team towards knowledge sharing and skill improvement.

Senior Consultant, Strategy Division, NTT DATA Corporation.

Wuxi, China

Dec 2013 ~ Nov 2016

- **Presentations:** Developing RFPs response and deliver **proposal presentation**.
- **Proposal:** Producing clear, concise and accurate first drafts of pitch and **proposal** documents.
- **Teamwork:** Engaging and developing relationships with partners and Business Teams.
- **Project management** of complex activities and multiple stakeholders.
- **Client Communication:** Client orientated drafting/Client facing interaction.
- **Business Development:** Handled the tasks of identifying and developing new business opportunities.
- NTT DATA China's representative in APC (Agile Professional Center) – Global Network.
- **Corporate Training:** Provide internal training to project managers and staff in all business units. Main training includes: Cultural Competency, Communication & soft skills, Becoming a manager, Time Management, Productivity etc.

Senior Trainer – IEB (International Education Business), NIIT China Ltd.

Shanghai, China.

Oct 2007 ~ Dec 2013.

- Conducted TOT (Training of Trainer) Programs.
- Leading teams of trainers.
- Participated/ Conducted seminars/ conferences for business development.
- Instructional Design, Courseware modification/ customization/ simplification.
- Looking after the Training Business in the in my territory (Jiangsu, China).

- Work as a **consultant/negotiator** in organization for training projects.
- Work with ESL students to improve English language skills.
- Handled the tasks of identifying and developing new business opportunities as well as renewing existing **clients' relations**.
- Help in development of technical/troubleshooting manuals, training materials and user guides.
- Designed and prepared teaching aids, course materials, final assessments, and skill evaluations.

Software/Management Faculty → Academic Coordinator Titan & Softdot Technologies

New Delhi, India.

Apr 2004 ~ Oct 2007

PROJECT EXPERIENCE

1. Project Name: Shanghai Sports Stadium(Jan 2015 till Dec 2015)

[\[Click Here\]](#)to view this application.

Project Summary:Shanghai sports stadium's customer management system. System had 3 interfaces –PC, mobile devices (Android and iOS). System serve the following users-

- **Customer** shall book, cancel or modify the various slots at multiple facilities to play badminton, table tennis, volleyball, basketball etc.
- **Administrator**shall manage all activities like sales promotion, ticket management.
- **Field Manager** shall manage the particular field related services.

My Roles &Responsibilities:

- Active participation in requirement analysis and design creation.
- Developing web interface.
- **Project executive** – manage WBS, meetings and project communication.

Technical Environment:Java framework, Spring, JSP, HTML5, JQuery, MySQL, Apache Tomcat etc.

2. Manage and Supervise Numerous Academic Projects during my tenure in NIIT China as Senior IT Trainer.

EDUCATION AND TRAINING

- **MBA(International Business)** from SM University India.
- **MCA**from IGNOU New Delhi India.
- **M.Sc.** (Statistics) from CCS University India.
- **B.Sc.** (Mathematics, Statistics, Physics) from CCS University India.
- 45 professional development courses from ELEMENT K, USA (Now SKILLSOFT).

TECHNICAL SKILLS: Java, MySQL, HTML5, CSS, JavaScript, JQuery etc.

CERTIFICATIONS

- PMI-**PMP**®
- SCJP
- MCPD (WINDOWS, WEB)
- NCC 'B' & 'C' Certificate

AWARDS

- Best Leader Award – NCC Annual Camp.
- Best Speaker Award (Chinese) – NTT DATA.
- Best Presentation Award (Chinese) – NTT DATA.

LANGUAGE KNOWN: Hindi, English, Chinese



KAUSHIK 高兴, MBA, PMP®

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国籍: 印度

地址: 新德里, 印度



生涯概要: 高兴在 IT、业务培训、咨询以及项目管理方面拥有 12 年多的学习发展经历。同时拥有以下领域的经验:

- 业务咨询顾问
- 企业沟通
- 项目管理
- 企业培训
- 开发提案

经验:

业务咨询顾问 (对中国业务)在 “Industrial Engineering Co., Ltd.”
7 月 2017 ~ 现在

印度新德里.

Business Consultant, South East Asia Division, eBaoTech Corporation.

中国无锡

20 月 2013 ~ 11 月 2016.

- **解决方案开发:** 根据客户需求分析和开发解决方案, 以实现新功能或修改现有功能。
- **监控:** 密切监视开发团队的进展。
- **测试与实施:** 在不同的环境中开发和执行测试用例, 从内部测试到生产, 以确保客户满意。
- **项目管理:** 管理利益相关者的期望, 确保产品质量, 成本预测, 时间管理以确保及时交货。
- **业务培训与发展:** 为团队提供知识共享和技能提升的辅导和帮助。

高级顾问, 推进本部, NTT DATA Corporation.

中国无锡

12 月 2013 ~ 11 月 2016.

- **RFP 开发:** 开发 RFP 响应和提供方案展示。
- **开发清晰、简明、准确初稿地起草提案。**
- **团队合作:** 参与并发展与合作伙伴和业务团队的关系。
- **项目管理:** 复杂活动和多个利益相关者的项目管理。
- **业务交流:** 客户导向的起草/面对客户交流。
- **业务发展:** 处理识别和开发新业务机会的任务。
- **NTT 数据中国代表在 APC (敏捷专业 - 全球网络委托会)。**
- **业务培训:** 提供业务发展培训。如: 沟通技巧, 生产力提升, 时间管理, Becoming Manager 等等, Cultural competency.

高级技术培训师 - IEB (International Education Business), NIIT China Ltd.

中国上海

10 月 2007 ~ 12 月 2013.

- **主持教师培训。**
- **领导培训师团队。**
- **主持商业发展研讨会、会议。**
- **教学设计, 课件修改/定制/简化。**
- **管理培训业务在我的领地 (江苏, 中国)。**
- **熟练的 IT 交付经验, 尽管语言障碍。**
- **在培训项目组织中担任顾问/谈判代表。**

- 处理识别和开发新业务机会以及更新现有客户关系的任务。
- 协助开发技术/故障排除手册、培训材料和用户指南。
- 设计并准备教具、课程材料、最后评估和技能评估。

软件和管理培训 → 学术协调员

TIIT & SOFT DOT Technologies

Apr 2004 ~ Oct 2007

New Delhi, India.

资格与培训

- **MBA (International Business)** from SMU 大学, 印度.
- **MCA** from IGNOU 新德里, 印度.
- **M.Sc.** (统计学) from CCS 大学, 印度.
- **B.Sc.** (数学, 物理学, 统计学) from CCS 大学, 印度.
- **45 个专业发展课程- ELEMENT K, USA(现在是 Skillsoft).**

技术技能: Java, MySQL, HTML5, CSS, JavaScript, JQuery etc.

专业证明书

- PMI-**PMP**®
- SCJP
- MCPD (WINDOWS, WEB)
- NCC 'B' & 'C' Certificate

奖励

- 最佳领导奖– NCC (National Cadet Corps).
- 最佳演说奖–NTT DATA.
- 最佳表现奖– NTT DATA.

LANGUAGE KNOWN: Hindi, English, Chinese



[Sudhir Kaushik]