RAJU KUMAR

Advanced Expertise in Artificial Intelligence & Machine Learning / Data Analysis and Business Process Re-engineering / Project Management / Applications Development (Strategic Advisory)| Nearly 13 Years of Experience

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Domain Expertise: Pension Systems, Social Welfare Programs, Healthcare Initiatives, Rural Development Projects, Property Tax and Registration Systems, Information Technology Solutions

Core Competencies

- Strategic Planning
- Project/Program Management
- Artificial Intelligence
- Machine Learning
- Data Analysis
- Government Consulting
- Statistical Analysis
- Business Process Re-engineering
- Bid Management
- Vendor Management
- BPR Implementation Monitoring
- Quality Management
- Business Analysis
- PFMS
- E-Kosh
- Citizen Registry Services
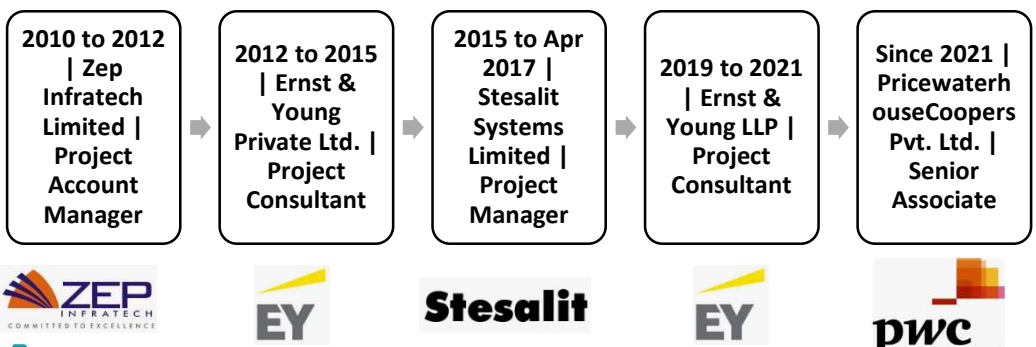- DBT
- Team Leadership

Education

Pursuing MBA (Artificial Intelligence & Machine Learning)
Dr. D.Y Patil Vidyapeeth, Pune

- **Modules:** Basic of Artificial Intelligence & Machine Learning, Machine Learning, Statistical & Quantitative Techniques, Business Intelligence, R-Programming of Data analysis & visualization, Applications of AI Business, Introduction of Deep Learning, etc.

- **Academic Project Title**: Citizen Sphere: Your AI Companion for Government Services

Profile Summary

- Skilled in leading large projects from requirements definition through deployment, identifying schedules, scopes, budget estimations, and project implementation plans; successfully managed programs for monitoring public distribution under the Food and Consumer Protection Department.

- Well-versed with **R, Python, Power BI**; ability in designing machine learning systems; knowledge of implementing machine learning algorithms and tools; developing machine learning applications in alignment with project requirements and business goals

- Possess sound understating of performing machine learning tests and statistical analysis in order to fine-tune the machine learning systems; extending existing machine learning libraries and frameworks; ability in applying AI to practical uses

- Knowledge of basic algorithms and object-oriented and functional design principles; well-versed with data structures, data modelling, and software architecture; possess strong analytical and problem solving skills

- Extensive experience in applications development with a focus on strategic advisory. Providing expert advice and solutions to Central Ministries, State Departments, and statutory bodies (regulators).

- Deft in conducting comprehensive assessments of current business processes; identifying inefficiencies, bottlenecks, and areas for improvement; developing and implementing strategic plans for process improvements.

- Experience managing large complex projects and teams; proven strong leadership skills within the project team and in the business community; proven ability to build and motivate a team to achieve well communicated expectations

Career Timeline

| 2010 to 2012 \| Zep Infratech Limited \| Project Account Manager | → | 2012 to 2015 \| Ernst & Young Private Ltd. \| Project Consultant | → | 2015 to Apr 2017 \| Stesalit Systems Limited \| Project Manager | → | 2019 to 2021 \| Ernst & Young LLP \| Project Consultant | → | Since 2021 \| PricewaterhouseCoopers Pvt. Ltd. \| Senior Associate |

Work Experience

Since Oct 2021 | PricewaterhouseCoopers Pvt. Ltd. | Senior Associate

Key Result Areas:

- Highly skilled, results-oriented Project Manager to provide overall leadership and management; managing multiple projects directed toward business and other organizational objectives

- Defining and developing project management best practices, processes, and policy to ensure alignment with corporate strategy and goals

- Heading Program Management to ensure strategic alignment and effective execution of multiple projects.

- Implementing robust Project Monitoring systems to track milestones, budgets, and resources allocation.

- Leading Business Process Engineering (BPR) initiatives to streamline operations and optimize workflow efficiency.

MCA | 2008
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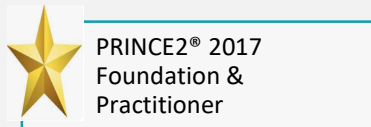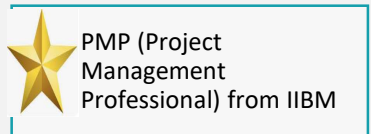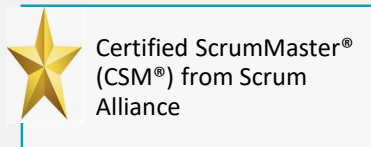
B.Sc. | 2004
BSBAB University, Muzaffapur

Higher Secondary School | 2000
BIEC

Senior Secondary School | 1998
BSEB

🏆 Certifications

Certified ScrumMaster® (CSM®) from Scrum Alliance

PMP (Project Management Professional) from IIBM

PRINCE2® 2017 Foundation & Practitioner

R Programming from Johns Hopkins University

Trainings Attended

- What Is Generative AI?
- Generative AI for Business Leaders
- Bronze Badge in Analytics Data Visualization
- Bronze Badge in Government & Public Sector
- Excel and ChatGPT: Data Analysis Power Tips
- Learning Microsoft Project

Personal Details

- Date of Birth: 01st Jan 1982
- Language: English

- Conducting comprehensive As-Is & To-Be Analysis to identify process gaps and drive continuous improvement.
- Spearheading the preparation of detailed Requests for Proposal (RFPs) to solicit competitive bids from vendors.
- Managing Bid Processes efficiently, evaluating proposals and negotiating contracts to achieve cost savings and quality outcomes.
- Monitoring Vendor Performance closely to maintain adherence to service level agreements and foster productive partnerships.

Jan 2019 to Jun 2021 | Ernst & Young LLP | Project Consultant
Growth Path:
Jan 2019 to Jun 2021   Project Consultant
Apr 2017 to Jul 2018   Senior Project Consultant

Key Result Areas:
As Project Consultant
- Led Program Management initiatives to ensure coordinated execution and achievement of project objectives.
- Managed the preparation of Requests for Proposal (RFPs), outlining project requirements and soliciting competitive bids.
- Headed Bid Management processes, evaluating proposals, and negotiating contracts to secure optimal terms.
- Monitored Vendor Performance to ensure compliance with service level agreements (SLAs) and maintain high standards.
- Implemented effective People Management strategies to support team performance and foster professional development
- Carried out SLA Monitoring to track performance metrics and ensure service delivery meets organizational standards.

As Senior Project Consultant
- Conducted As-Is & To-Be Analysis to identify opportunities for process improvement.
- Provided Project Management expertise to ensure the successful execution of BPR initiatives.
- Managed program activities to oversee multiple BPR projects and ensure alignment with organizational goals.
- Offered IT consulting services to integrate technology solutions that enhance business processes.
- Effectively managed Vendor Relationships to ensure reliable partnerships and optimal service delivery.
- Assisted in Gem Procurement processes to support organizational needs & objectives.
- Led Bid Management efforts to prepare and evaluate proposals, facilitating cost-effective procurement decisions.

Jul 2015 to Apr 2017 | Stesalit Systems Limited | Project Manager

Key Result Areas:
- Implemented GIS-Based Projects to enhance spatial data management and project efficiency.
- Developed GIS-Based Property Tax Information Management Systems to streamline tax administration.
- Facilitated Property Tax Calculation processes to ensure accuracy and compliance with regulations. Led Change Management efforts to facilitate smooth transitions and adoption of new processes.
- Coordinated with stakeholders to foster collaboration and achieve consensus in project goals.
- Provided handholding support to stakeholders during system implementations and operational changes.
- Carried out training sessions to empower teams with necessary skills and knowledge for project success.
- Led People to ensure effective team collaboration and performance in BPR initiatives.

💼 Previous Experience

May 2012 to Jul 2015 | Ernst & Young Private Ltd. | Project Consultant
Jan 2010 to Apr 2012 | Zep Infratech Limited | Project Account Manager

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(PLEASE REFER ANNEXURE FOR PROJECT DETAILS)