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| |  |  | | --- | --- | | **Narayan Kunte** 2216 Lancaster Ct, Mahwah, NJ 07430  Narayankunte@yahoo.com  +1-201-925-9400 |  |   **Summary**  26+ years of experience, including as a Sr. Manager Business development, Project Manager and consultant in business analysis, operations, sales, account and relationship management, Talent / Resource management, Staff Augmentation and IT programming. Very organized and a team player with the ability to excel in independent positions requiring minimal supervision, the ability to handle multiple tasks and skills in the areas of:   * Identifying new business IT and Mobility Solution * Strategic Planning, Contract Negotiation & Administration * Business Analysis, assessing client needs * Managing Key Accounts, Prospecting/Networking * Client and Program Management * Vendor Management * Resource/Talent Management   Experienced in interacting with clients, business users, and project teams both on-site and offshore.  My skills and experiences include: Project Management, Content Management, Budgeting, IT Business Process management, Capacity Planning, Finance and resource Forecasting. Working experience in Human Resource, Employee Engagement, Talent Management, Talent Acquisition, Internal Staffing and Consulting roles at various levels of hierarchy.  I hold a Master of Business Administration degree in Marketing Management from a major Institute of Business Management in India.  Underwent a successful full time training course in SAP HCM under SAP guidelines for a solution consultant in Human Resources, management and Administration. Have excellent business process knowledge in SAP SD.  **Experience**   |  |  | | --- | --- | | Prescient InfoTech Inc, NJ | Jan 2014 to Present | | **VP - US Resource Management** | | | Business Development, Talent Management and Operation offshore.  Prescient InfoTech Inc is VA based IT consulting; outsourcing and professional services company specialized in Integrated engineering services, embedded solutions and IT managed services. Company has a large delivery set-up in India and serve skills like Java, Microsoft Technology, SAP and Oracle ERP solutions. As USA business head responsible to build and manage the consulting services for the company. Build branding, business relationship and development, operations and talent management. Own and manage business process and implement the policies to expand various vertical businesses in USA and around world. Sole responsible for P & L.  Make use of specialties: Streamlining / Improving Processes surrounding Bench Management, Capacity Management, Recruitment & Resource Estimation / Resource Deployment/ Resource Mobilization & Resource optimization, Cost Initiatives, Training Effectiveness to build RMG to support across the company. | |  |  |  | | --- | --- | | DEW Software Inc, CA | Feb. 2012 to May 2013 | | **Sr. Manager - Eastern Region - Resource Management** | | | Mobility Business Development, Talent Management and Operation.  DEW Software is a California based IT consulting; outsourcing and professional services company specialized in Client server and Mobile technology and also support ERP solutions to their clients. As regional head responsible for managed and consulting services for the company. Business development, operations and talent management. One of major responsibility is to manage the large consulting engagements for the top revenue for the company.  Focused on new business opportunities in mobility solutions and mobile application. Currently working to get content for mobile applications to be deployed at OEM future phone. Independently leading to manage content on entertainment and educational mobile application. Promote Mobility solutions across the platform and business development. Manage Offshore team in Baroda.  Lead a team on 50+ people including the permanent and contract staff. Responsibilities included, Cost Effective Sourcing, Monitoring effective utilization of Job portals by the recruiting team, Promoting the employee referral scheme, mange escalation point for placement vendors, selecting the right talent on time and maintaining the SLAs defined, Managing on boarding, integration of new associates it the system, controlling infant attrition, promoted rewarding the team members quarterly and yearly. | | |  | | | SEAL Consulting Inc, NJ | Feb. 2011 to July 2011 | | **Sr. Manager** | | | Recruiting, Resources and Operation. SEAL consulting is New Jersey based IT consulting; outsourcing and professional services company specialized in SAP ERP solutions to their clients, operating in USA, India and UAE.  As Manager Recruiting - Responsible for all aspects of operational staffing including:   * Recommend and co-ordinate assigning staff to SEAL engagements * Monitor roll-offs, extensions and assignments * Vendor Management - Independent contractor and third party vendor management * Ensure resources are available for engagements * Assignment logistics management and Bench Management * Hiring new staff and subcontractors to meet the demand * Working with offshore to create transitional capabilities * Monitor the successful, proposal, initialization, execution and completion of SEAL staffing engagements, including tracking progress, margins, cost and revenue. * Monitor business level metrics for resource and raise alarms as required * Manage major accounts independently * Build a management reporting systems using for intra office and offshore * Manage profit and utilization for resource * Manage the offshore team in India. | | |  | | | Capgemini, Mumbai, India | Nov. 2009 to Sept. 2010 | | **Head of RMG (Talent Management)** | | | As a manager worked with internal in RMG department for resource management. Managed RMG department with 500 plus consultants spared out in India.  As a project manager main responsibility was to manage the client with their on-site and offsite issues and bring smooth ending with solution. Manage resource for the multi project user group. Some of the responsibilities:   * Client relationship management * Requirements gathering and analysis of business requirements * Ensure business continuity and development * Provide effort and time estimations for the issue/ticket as a projects * Tasks and activity allocation * Maintain and monitor project reports and meetings * Conduct weekly review meetings. * Management of change and escalations * Participate & Contribute in strategic discussion with Clients IT Leaders and Business Functional * Vendor Management * Coordinating with other modules for cross functional related developments and Issues * Case Management and Resource Allocation based on the priority * Recruitment of functional resources and schedule training | | |  | | | Sigma Systems Inc, NJ | Jan 1997 to Oct. 2009 | | **Project Manager, Resource Manager and Business Development** | | | Worked as consultant clients of Sigma Systems Inc. Client Orientation / Project Assessment   * Worked on client requirements, business needs and project objectives, via feedback sessions and client meetings, in collaboration with all stakeholders * Collaborated with Sales and Marketing teams, external agencies, third-party technology distributors to facilitate communication for successful project launches * Interacted with customers to gather business requirements * Experience in coordinating Joint Application Development (JAD) sessions and interviews to converge towards a design acceptable to the customer and feasible for the developers. * Participated in project assessment, functional analysis and requirements gathering and converting business requirements into functional requirements. * \*Interacted regularly with development team, database designer, system administrator and the senior management to meet the deadlines of Project milestones. * Proficient in writing detailed use cases, developing test cases, working with QA teams during testing * Facilitated user acceptance testing with stakeholders and business users * Excellent Analytical skills to understand the business process and Functionality, Requirements and translate them to system requirement specifications   Scoping / Documentation / Budgeting   * Project scoping and specifications documents, to clearly communicate the project roadmap. * Produced user manual for Content Management * Managed project budgets   Team Leadership / Resource Allocation / Scheduling   * Led multidisciplinary team of up to 5 to 25 developers, designers, testers working on multiple projects simultaneously * Project Manager working with a team of 8, including developers, designers, multi- media specialists, usability architects, and content producers. Directed efforts in a prioritized manner to ensure this and a series of other projects met milestones * Coordinated work of employees and outside contractors to meet deadlines, budgets, and client demand. Provided situational leadership to motivate individuals   Project Kickoff / Implementation Training   * Met with all developers and project stakeholders to lead a kickoff meeting. Defined and introduced the project, team members' roles, and key deliverables. Mapped out timelines, milestones, communication processes, question and answer session * Generated excitement and buy-in to secure commitment to project objectives, and shared a group vision to start the team on a motivated track   Quality Assurance / Project Review   * Assigned Q.A. Team members to develop test cases, browser requirements, functional analysis of online products, and worked with internal and external clients, content producers and stakeholders to conduct interim project reviews and final project tweaks prior to launch. Obtained multi-level signoff on projects and contests prior to approval. | | |  | | | Computer Consultancy, Mumbai and Lansing MI | July 1987 to Dec 1996 | | **Tata Consultancy Services (Formally Tata Unisys Ltd.)** | | | **Computer Science Corporation (Formally Covansys Inc.,)** | | | **Syntel Inc.,** | | | Worked with Sate of Michigan. Department of treasury, department of mental health, Jacksonville school board, Unisys Corporation and Fox Mayer. On Unisys A-series mainframes COBOL, WFL, XGEN, LINK and Candy editor. | | |  | |   **Education**   |  |  | | --- | --- | | M.B.A: Marketing Management , 1987 Symbiosis Institute of Business Management Pune, Pune University, India.  **Legal Status**   |  | | --- | | US Citizen. OCI from India (which allows me to work in India). | | |  | |  | |