PRABIR DASS

Connect: dass.prabir@gmail.com || +91 9833890672 || Current Location: Kolkata, INDIA

IT (Delivery, Operations) Expert, Corporate Consultant

Senior IT Professional and Corporate Consultant; with **30+** years of Global Experience, offers practical skills in Company Success that covers - Program & Delivery Management, Operational Execution, SW Development, Sales, and Customer Satisfaction by managing Cross-Functional Teams on Digital Projects, Enterprise-Level Applications, Web / E-Commerce, and SaaS (For various Sectors).

Entrepreneurial-minded, Efficient Communicator & Proactive Risk Mitigator - Realizes Revenue, Improves Processes & Performances, Mentors Employees, Establishes Credibility & Trust among Client and Teams to achieve good results, and Represents Company to Clients.

Competencies:

Global Delivery & Program Management | Product Development | Company Consultancy | Sales Strategy | Process Improvement | Agile, Scrum, SDLC, DevOps | Startup Initiatives | Team Building

Key Result Areas:

Delivery, Program: Owned Very high (**Multi-Million $**) to Small budgeted projects with distributed teams that gained Customer Acclaim (**90% - 95%** on time, CSR increase by **10% to 25%**)

Product Development: Led teams to plan, build, launch, and manage SaaS, strategized Product, Reduced Bugs (**15% to 30%),** and Branded product in Market.

Business: Represents the organization pertinent to company's expertise. Partner with Sales teams on scope, RFPs, Market strategies. Bridges prospective clients with conversion rate of **20% to 30%**.

Resource, Operations: Mentors & Sustains teams (**400+ FTE**); Increases Turnover by **10% to 25%** with Process and management. Executes Matrix-Managing, PMO, KPI (**Metrics Dashboard**), Estimation, Demand Generation; and Instills Employee accountability & Productivity rise.

Experiences:

Corporate Consultant (2016 - Present)
- **Self Employed**– Streamlines Company Success, and Efficient Operation (TCO reduction **15% to 30**%) - For **10+ companies** in the last **5+ years** (**Kovair**, **Agilityroots**, **NRI Fintech**, **EERP, Algoscale**, **NNK**, **BPC India**, **SPML**, **Randem**, **SSP India** and **others)**:

  * Review with Management on current Status, and make executions to improve Efficiency, enhance Customer Service and Reduce company costs
  * Serves as SME providing guidance and addressing challenges on project / delivery Management
  * Works closely with the Sales and Services teams to share customer insights that inform additional product, service sales opportunities, and Business Initiatives.

BlobCity Isolutions (2014) - Delivery and Sales (E-Commerce, Big Data Product)
- Executed roadmap of product portfolio for Big Data Management Solutions (**SaaS Product** designed for enterprise-wide analysis of structured, semi-structured, and unstructured data)
- Led new Business / Sales opportunities and built revenue projections.

IMMCO Software (2013) - VP - Delivery, Operations, and Pre sales
- Managed delivery schedules (Integration of AWS based Product), and Resource allocation. Managed priorities among concurrent projects and support the team to launch new products and services on time for **Time Warner Cable (Fortune 25) & other clients**.
- Implemented BSC and, reduced project delivery timeline by **25%,** increased **CSR by 20%,** and decreased system defects by **40%.** Also initiated business development in INDIA.

Boonze (2011) - VP - Operations and Development
- Led business growth; Reviewed and initiated improvement in capacity monitoring and metrics as necessary that boosted revenue by **45%** for clients in US / EU / India
- Strategically managed the Operations to increase Employee Productivity, and Company Profit

Entrepreneurship (2008) -
Stepped out of TCS on Entrepreneurship in Services domain, and Ran the organization for nearly 1.5+ years - Root cause analysis – 2008 Recession. Gathered good experience, and found many ways that won't work.

TCS (2007) - Managing Consultant in Global Consulting Practices
- Delivered IT Strategic planning / BSC for Optimization & Transformation of **TCS** & **Morgan Stanley** Portfolio Globally valued **30 M $**
- Established PMO for Web-Based Insurance Software solution (CWISS) for **NIA** valued **47 M $**
- Acted as Advisor to various silos in BFSI domain, PMO Management for Nokia, Developed Processes for Internal Departments

Hewlett Packard (2005) - Program Manager in Global System Integration
- **UCO Bank** Automation – Led a team of **14+ Managers, 350+ personnel's and contractors** to deliver customized **Finacle** based Centralized Banking Solution in branches across **INDIA** with Data Centre set up on time with **100%** quality (valued **39 M $),** and achieved high Customer acclaim.
- Worked as PMO Manager for **United Bank of India** – customized banking Automation valued **41 M $**
- Delivered **ORACLE CRM/DMS** on Enterprise Application Integration, Project Planning automation, and Disaster Recovery System / IT Continuity Services for **Ashok Leyland Limited**

Gamma SW (1999) - Project Development and Delivery
- Delivered projects both in T&M, and Fixed cost modes, Managed resources, Proposal Creation
- Built organization, Expanded Business as Core Team Member, People mentoring, Achieved ISO accreditation as MR; Served Clients in Australia, UK, Other Countries

IIS InfoTech (1998) - Corporate Manager IT
- Upgraded and Delivered Banking software product (**KINDLE**) in Asset Finance & management / Mortgage Brokers & Advisors / Ireland Credit unions / Insurance, Life, Pension Brokers & Advisors.

DCISIS (1995) - Project Manager

- Developed Y2K Solution for Platinum Inc., USA; and its clients, Managed Rail Europe Control for Euro net Computer Services, USA
- Achieved ISO 9001:2000 Certification for Company

CMC Limited (1986) - Roles (Coder, System Analyst, Team Lead, Project Lead)

- Developed various high valued Government / Non-Government Sector projects (Example- Member of TRAMS project for Bhilai Steel Plant valued INR **15** Million in 1988-90, "Railway Reservation System" project across INDIA)

Academia	IIT Kharagpur: B. Tech. in Computer Science and Engineering
Skills	- Web Technologies, ASP .Net, PHP, Magento, SQL, AWS, Oracle, NoSQL, Open Source, C#, JavaScript, CSS - PM Tools, JIRA, JUNIT, Cloud, Mainframe, Finacle, Visual Studio - BSC, Change Management, Escalation & Issue Management, Due Diligence - Product Backlog Management, Velocity, Scrum, User Stories - ALM & Data Migration / System Integration / ASP - AI Enthusiast, Machine Learning, NLP - ISO, SEI CMM, Stakeholder Management
Personal	- Nationality : Indian - Gender : Male - Skype **: prabir.dass**

- End of Document -

Resume of Prabir Dass