

# SAMPLE RESUME

## SANJAY GOPAL

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### Project Director

A results-oriented Project Director with extensive leadership experience in highly competitive IT and Telecom industry. Proven track record of leading and managing multi-million dollar international programs across northern Europe, Middle-East, North America and South America.

Specialize in launching new services and products from concept to roll-out and building organizations from ground up. Expertise in improving team performance while securing customer loyalty and forging valuable relationships with internal and external partners.

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### Core Competencies

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Project/Operations Management  
Strategic Planning  
Client Management & Retention

Leadership  
Building organizations  
Negotiations

P&L Management  
Risk Management  
Business development

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### Professional Experience

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#### Comyerse Inc., USA

*The world's leading provider of Telecom software and systems*

**Oct 2007 - Present**

#### **Project Director / Consulting Program Manager**, Boston / London / Dubai

Delivered 30+ Projects and Programs within agreed budget, time and quality for telecom operators in North America, South America, northern Europe and Middle East region. Planned & supervised “concept to launch” for enterprise software systems, system integration projects for telecom operators in voice, data & billing domains. Prepared service proposals, RFP responses & worked closely with sales groups to secure new business.

#### **Accomplishments:**

- Delivered 30+ projects valued 80+ Million USD, on-time, within budget with team of up to 100 people for Verizon Wireless, Sprint, Bell Canada (North American clients), America-Movil, Millicom (South American clients), Vodafone, Orange, (European Clients), Q-Tel and Etisalat (Middle Eastern clients).
- Introduced Visual Voice Mail services for Verizon wireless nationwide in aggressive schedule with team of 100+ professionals.
- Managed launch of first Ring Back tone project for Sprint within very demanding timeframe. Comverse was awarded multiple expansions based on success of project.
- Coordinated very competitive trials for multiple services for Bell Canada and won the contract.
- Launched a globally distributed ring back tone service for Orange Global in UK, France and Belgium. Team consisted of 100+ team members including Sub-contractor (Cap-Gemini).
- Introduced new product lines across North America, Europe and Latin America.
- Built and managed Comyerse (Middle East) organization from scratch to team of 4 Project managers and 13 Engineers.

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## **Atlas Telecommunications, UAE**

*Leading telecomm solution & system supplier, based in UAE*

**April 2006 - Sept 2007**

### **Business Development Manager, Abu-Dhabi**

Marketed and sold telecommunication systems for Telecom, Defense, Oil and gas companies. Managed contract negotiations, RFI /RFP responses and project agreements.

#### **Accomplishments:**

- Exceeded the sales target for 2002 and 2003 by 25% (3.6 Million USD).
- Successfully introduced and won projects for Mera systems, Scientific South and Comyerse Inc.

## **Facile Call Paging, India**

*Largest & most innovative paging service provider in India*

**June 2004 - March 2006**

### **Sr. Manager (Projects & Operations), New Delhi**

Launched first green field paging network across north India. Managed operations and customer support with team of 9 engineers and 70 customer care agents.

#### **Accomplishments:**

- Built Facile Call technical organization from ground up across 7 locations in India.
- Member of core team to bid nationwide spectrum auctions and vendor selection.
- Launched and managed green field paging services across major cities in demanding time scales.

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## **Education**

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**Harvard University Extension School**, Master of Liberal Arts, Management, Expected May 2019

**Regional Engineering College**, Surat, India, Bachelor of Engineering, May 2004

**Project Management Institute (PMI)**, Professional Certification: PMP