**Amit Verma**

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**amit**

**HEAD - OPERATIONS & MANAGEMENT**

***Organized, results-driven individual seeking senior level operations position that allows for use of administrative, accounting and leadership skills to positively contribute to the organization.***

# pROFESSIONAL SUMMARY

18+ Years of result driven experience in varied roles encompassing Operations management of Multiple Circles related to telecom infrastructure - Relationship Management, Resource Optimization, Material/Sourcing/Inventory Management, Cost Reduction, Waste Elimination/Disposal, Risk assessment & Management, New Initiatives, Facility Expansion, Capital Expenditure, Legal and Commercial, Setting Operational Objectives, Budget/Cost Analysis and Performance Management Analysis.

Established performance driven culture to personal ownership, lead, develop, coach and motivate teams to achieve goals profitably and set and maintain zero tolerance policy toward non-compliances of ethics, integrity and compliances.

# skills

**OPERATIONS MANAGEMENT**

Operation & Maintenance (O&M)

CAPEX/OPEX/Energy Management

Quality Assurance & Control

Project Management

Sourcing Management

Cost Reduction/ROI

**LEADERSHIP & INNOVATION**

Change Management

Training & Mentoring

Cross Functional Coordination

Vendor Management

Process/Performance Improvement

Strategic Decision

Business Initiatives

**TECHNICAL SKILLS**

Word, Excel, PowerPoint

SAP – MM

Oracle

# work experience (21+ Yrs Total)

* Currently Associated with Aerial Telecom Services Pvt. Ltd. as KAM for Indus Maharashtra and Goa Circle.

**NATIONAL UTILITY HEAD, Delhi | MAHINDRA & MAHINDRA LTD Sept 2018 – April 2020.**

* Managing overall Business of 300 cr. & responsible for all operating Circles P&L. Controlling Costs to meet the Targets.
* Drive safe and efficient performance of all aspects for day to day activities in O&M Operations.
* Periodic review with circle leadership team for continuous upgrade & explore opportunities for improving Efficiencies by Optimizing Energy Piece /Cost/Quality and Safety.
* Responsible for Acquisition of New Circles/Accounts Raising Revenue & increase Revenue by 2.5% by implementing various cost-effective measures.
* Establish Performance Driven Culture to Personal Ownership, Lead, Develop, Coach and Motivate Teams to achieve Goals profitably and set and maintain zero Tolerance Policy toward Non-Compliances of Ethics, Integrity and Compliances.

**HEAD TELECOM -** **ATC/TVIPS projects & operations, Jammu | BD SECURITY April 2018 – Sept 2018**

**Achievements:**

* Optimizing DG Run hrs, avoiding EB disconnection and Faster Rectification on Ground.
* 100% PM done on portal for tower vision.
* Achieved 50% OPEX Saving by reducing diesel consumption of 90K in Month of Jan to 45K in the Month of Aug, 2018

**CHIEF MAINTAINANCE MANAGER (CMM) – Ops, Jammu | Reliance Jio Oct 2013 – Feb 2018**

Responsible for O&M operations for Jammu Circle. Role encompass managing O&M operations for all the telecom sites for jammu circle after HOTO by project teams, providing leadership direction, guidance and developing people to take up challenges and ownership for their respective areas.

**Achievements:**

* Increased uptime from 92% to 99.95%
* Optimizing circle OPEX Cost by Reducing DG Run Hrs. As well Non EB Sites with Joint Efforts of cross functional Team.
* Achieved annualized saving of approx. 12 Lakhs on account of monthly R&M paid to OEM for Service and Support by reducing fault rate from 30 per month to 10.
* Jammu Circle successfully passed ISO 9001:2008 conduct by BVQ.

**HEAD profile– J&K Circle | BHARTI INFRATEL LTD Aug 2008 - Oct 2013**

**Career Contour**

**INFRA HEAD – J&K Circle | Aug 2012 - Oct 2013**

**PLANNING HEAD – J&K Circle | Apr2008 – Aug 2012**

* Drive KPIs for O&M process at the circle level and ensure a very high availability of the network to deliver world class customer experience.
* Identify variances in the performance targets and ensure execution of process improvement plans.
* Responsible for procurement of consumable at site & advance action for mobilization of resources at site.
* Project co-ordination with Architects & contractors for execution of works.
* Time Schedule- To prepare the schedule of Works to finish the work on time &Re-check the schedule time to time
* Vendor development/shortlisting & final negotiations and award of contract.

**Achievements:**

* Successful completion of Highest ever AOP of 715 sites.
* Successfully handed over of 100+ sites in the month of Jan to Vodafone (Infra Sharing) with faster closure of Link Installation.
* Awarded as a Circle Star Performer Award: - Assisting BTSOL in doing the completion of Fiber connectivity from Jammu to Srinagar NLD route.
* Awarded as Star of the month: - Achieving the Best Uptime of Airtel 99.97%.

**RF Analyst | HUAWEI TELECOMMUNICATION PVT. LTD Dec 2007 - Apr 2008**

**SERVICE & MAINTAINANCE ENGINEER | SPECK SYSTEMS LTD Jun 2005 - Jul 2007**

**Adecco Payroll for Telecom Projects (ZTE/RCOM/Airtel/Vodafone) Sep 2001 - Jun 2005**

# **qualifications**

**PGDBM – Operations Management | Symbiosis University, Pune 2014**

**Bachelor of Engineering – Electronic & Telecomm | Amravati University 2001**

# PERSONAL DETAILS

Date of Birth: 21st Feb 1979

Languages Known: Dogri, Punjabi, Hindi and English.

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Correspondence Address: DO.