

PROFILE SUMMARY

- ✓ **Techno-Business-Strategic Practice Head** professional with 20+ years of experience. In last 7 years achieved
 - **New logos** worth over **15 Million USD**
 - Building client partnerships and **nurturing accounts** resulting **over 100 Million USD**
- ✓ **Experience in building organization's Strategy** combining digital technologies for focus domains
 - Driving through Consulting approach
 - Tailored services and processes with right tools / products / solutions delivering High quality services
- ✓ As Business unit head, bring over **15+ years of experience in managing sales**, inside sales, presales and marketing teams across globe
- ✓ **50+** Transformation projects
- ✓ Responsible over **250+ team** and cumulative budget of **100 Million USD**
- ✓ As part of Digital transformation (from legacy world or from scratch) projects, delivered **over 150+ solutions** across multiple sectors and combined with mobility / AI / Analytics in the areas of Application management (AM & AO) and SI for various enabled platform / OEMs and provided end-to-end solutions
- ✓ Decade of experience in setting up team from scratch and building a high performing team
- ✓ Accomplished leader in acquiring, nurturing and managing P/L for various accounts (majority are **fortune global 500**):
 - **BFSI**: Digital Banking and mobile payment SaaS platforms
 - **Retail**: end-to-end PaaS (connecting consumers, retailers, manufactures, payments, advertisers) with Mobile First theme
 - **Media & Entertainment**: Video delivery PaaS platform
 - **Mobile Phone Engineering**: **300+** OEM / Operator specific and customized Android phones across the globe
 - **Logistics**: PaaS using state-of-the-art technologies for 3PL logistics
 - **eLearning**: with mobile first theme, migrated legacy and developed 200+ application for K-12
- ✓ **Key Skill Areas**: Technology consulting, Digital transformation, System Integration, Product Management, Strategic Planning, AI, ML, Mobile, IoT, Cloud, Enterprise Mobility, Phone Engineering, Productization, Managed services, Practice management, People management, DevOps, Agile (with CI/CD/CT)
- ✓ **Key Strengths**: Problem Solving, Team Building, Stakeholder Management, Interpersonal Skill, "get-it-done" attitude, adherence to compliance processes and controls

PROFESSIONAL EXPERIENCE

Tech Practice Builder at Accenture – Nov 2021 to till date

- Responsible and accountable for Asset and Automation Group **Growth and Strategy**
- Strategic building and leading product / tools companies in the organization while Productizing and delivering innovative tailored Solutions
- **Transformation programs** in achieving business value with proactive Technology Remediation, Automation Setting strategy, building relationships with market leaders and managing the budget
- Responsible for continuous build and manage high performing technology team in the areas of PES (SAAS + PASS) products, applying AI **Automation** practices and developing prediction and recommendation engines
- Build, mentor and responsible for high performing **150+** engineering member team

Head of Sales at Rebaca Technologies – Apr 2020 to July 2021

- Responsible for key accounts and its growth, New logos
- Managing **P & L** for the company with targets (responsible for US, Europe and India)
- Setting strategy, building relationships with customers, marketing, hiring employees, managing the budget
- Responsible for Video delivery platform developing, enhancing and maintaining with new age developments (for North America, Europe and APAC customers) in OTT domain
- **Automation** practice expanding in 4G/5G and OTT.
- Build, mentor and responsible for high performing **100+** engineering member team

Vice President (independent consultant) Mulya Technologies and ImpactQA – May 2018 to Apr 2020 & July 2021 to Nov 2021

- Managed **P & L** with targets (responsible for US, Europe and India)
- Built, managed and mentored a high performing team of 150+ team for developing cutting edge SaaS and PaaS products in Cash Management systems
- Connecting (for APAC customers) eco-system and stakeholders like RBI / Central Bank, Retail Banks, Cash replenishment agencies, Logistics, security systems, ATMs & OEMs
- State-of-art technologies like AI, ML, Mobility, Cloud & advanced Analytics
- Setting strategy, driving requirements through delivery, building relationships with customers, marketing, hiring employees, managing the budget

Strategic Head at Rane t4u Services Pvt. Ltd – May 2017 to Apr 2018

- Overall responsible for large and medium Enterprise Customers in providing the **Vision, Leadership, Strategy** (for Indian, APAC, Middle East and African Markets)
- Lead sales team of 8 (4 direct and 4 shared), comprising of Product management officers, inside sales
- Enabled and connected world through Digital Platform solutions to the Real World and complimenting with AI, Mobility, Cloud & advanced Analytics
- Responsible for development, Review and Refinement of the product Strategy and execution in obtaining leading position
- Complete responsible for **100+** high performance team
- Leading torchbearer teams like R&D, CoE driving platform, product development teams
- Responsible for building relationships, acquiring new logos, nurture customers, partnerships building, strategic alliances

Director (Digital Transformation) at EVRY India Pvt. Ltd - Feb 2005 to Feb 2017

- Responsible and accountable for Mobility Solution Group **Growth and Strategy** (for North America, Europe and APAC customers)
- As a hunter, achieved with **minimum 30% YoY growth** rate in last 5 years driving in top line (new logos) and **40% in farming accounts**
- **Managed 10 member sales team** (VP Sales - USA, Sales Director - Europe, Sales Manager- APAC), Inside sales, marketing and presales teams
- Strategic **partnership** building with leading product / tools companies in the industry
- Development over 20+ products in BFSI, Logistics, Healthcare and Retail segments
- Providing innovative tailored Catalogue Solutions to various enterprises / ISVs, business models

Vijay Kumar

Place: Bangalore, India

Contact: +91 98451 71737

Email: vijayvvr@outlook.com

-
- Instrumental in building from scratch to **250+** member team in short period and consistently adding new logos and converting as strategic accounts
 - Cumulative budget of **multi** Million worth of contracts
 - Drive efficiency and productivity month on month, costs management
 - Focused on helping the clients envision the future and plan out
 - Strategic **transformation programs** to achieve business value
 - Proactive Technology Remediation, Automation
 - Played different roles from Technical manager (as deliver head) – Group Manager (Delivery + sales + business development)– Director (sales + business development)

Project Leader at Wipro Technologies and other start-ups - Jun 1998 to Feb 2005

- Designed and Developed various protocols from physical to application layers in WCDMA for global semiconductor company in Telecommunication and Embedded Systems areas
- Developed application frameworks – in UI / UX areas and water color simulation modules
- Played different roles from Systems Engineer – Developer – Designer – project leader

EDUCATION

Bachelor of Engineering (B.E)	Civil Engineering	Motilal Nehru National Institute of Technology, Allahabad	1994 - 1998
Master of Science (M.S)	Software Systems	Birla Institute of Technology and Science, Pilani	2002 - 2005
Master in Business Law (MBL)	Corporate & IPR Laws	National Law School of India University, Bangalore	2018 – 2022 (In Progress)
