Rahul Limaye - "Smile Catalyst"

Business & Management Consulting, Planning & Strategy, GAP Analysis, Market Research, Competition Success.

Professional Summary:

I am passionate for working with customers and helping them solve their most complex problems, by developing a team of diverse individuals who can contribute on this mission to deliver top notch customer support and satisfaction. I have a knack for working across groups and teams at the senior level to deliver holistic customer experiences.

Managed direct reporting team(s) of 25 people and overall team(s) over 200 plus people globally.

I am a masters degree holder in computers with over 29 years of techno-commercial experience across industries, geographies and technologies by competing and establishing a strong bond, relations and confidence with CXO level authorities, by handling social, economical and political environment, by generating multimillion dollar opportunities and maintaining productive relationships on continual basis.

- First eighteen (18) years in I.T. have been spend as an employee with different organizations shouldering contributor and leadership role(s) in different functions successfully i.e. from hardware, network support, customer support, computer education, developer, sales, business development, pre-sales, project and product management.

- Last eleven (11) years functioning as a management and business advisor, facilitator mainly to start up and mid size companies by leveraging experience, knowledge, skills and insights acquired mainly towards growth and sustainable business strategies.

- Prior to full time professional engagement in I.T. industry was running own trading business for four(4) years while doing graduation.

Have tested success and failures too, but learnt from the experience and never repeated the mistake(s) and owned both with pride and in stride.

Geography Experience: USA, Canada, Europe, Middle East, Singapore, Australia, Africa, Malaysia, India.

Technology Knowledge: Documentum, ERP/CRM (SAP B1/HANA, MS-Navision, Sales Force, Oracle, ERPNext, StrategicERP), Cloud, AWS, Azure, Robotics Process Automation, Artificial Intelligence, IoT, Big Data, Digitization.

Domain Experience: Healthcare, Manufacturing, Retail, Supply chain and logistics, Banking and Finance, Recruitment, Travel and tourism, BPO/KPO/RPO, Education / e-Learning, Construction, Poultry, Dairy.

Professional Expertise:

- Develop and maintain strong relationships with key technical and business leaders within the customer organization to accelerate customer issue resolution and represent the voice of the most strategic customers.
- Own complete business responsibility and accountability against annual operating plan (AOP). Review plans on a monthly, quarterly basis with company top management, stake holders and align short term and long term goals by doing analysis.
- Lead wide-scale change efforts to support the new technology and geography initiatives.
- Ensures consistent use of systems and processes for data tracking and analysis.
- Employ a value based proposition methodology to drive the leads through a high-velocity pipeline.
- Execution of all phases of the pipeline, progressing deals throughout the business cycle towards business growth and client retention.
- Provide global leadership and coordination in business and customer feedback, hiring, readiness, and collaboration with Azure Engineering.
- Build proposals and prepare and provide input for technical sections of RFPs/ RFQs
- Ensure an effective workflow and feedback loop exists with the global peers to drive performance- including closure on common process breakdowns as seen worldwide.

Have been instrumental in helping acquiring quite a few logos, winning business competitions, setting up processes and educating management and teams to scale up with the new business world and scenarios (during and post pandemic) during my independent consulting for my clients.

Career Highlights:

Period	Role / Position	Company	Work Area
NOV. 2012 - Today JUL 2020 - Today	1. Business & Management Advisor 2. Authorized Channel Partner for Maharashtra for a Healthcare cloud Product Suite, "HealthLink"	Self Employed - Independent Consulting www.healthlink.co.in	**Business Growth Side:** 1. Business planning and growth strategy. 2. Positioning company services, products in the respective geography. 3. Setting up and measuring up business objectives Vs Expectations Vs Deliverable towards revenue generation. 4. Competition analysis and action plan to overcome it. 5. Mapping the right team(s) aligning to the business goals, objective and time lines. **Technology Analysis Side (Functional):** 1. GAP Analysis and recommendations in the existing processes, systems Vs expected results. 2. Project management and change management.
JUN 2010 - OCT 2012	Business Head	WhiteHedge Technologies Inc.	Software solutions and services for USA, Europe, UAE, Australia regions. Ice break in new technology projects, regions and Nurturing the acquired clients.
JUN 2009 - JUN 2010	Business Consultant	Talent Bricks HR Services Pvt. Ltd.	HR, Recruitment & Training Services.
DEC 2008 - MAY 2009	AGM - Institutional Sales	AmplifyMindware Pvt. Ltd.	SAP R3/B1, MS-Navision services to educational sector. Effectively positioned the importance to Different educational leading institutions across India.
AUG 2008 - DEC 2008	Senior Manager - Sales India & Europe	Harbinger Group	Learning & Development Products in India and Europe region. Recovered the regions from RED Zone to GREEN zone.
APR 2008 - JUL 2008	Recruitment Manager	Persistent Systems Ltd.	Temp. Staffing & Sub-Contracting Practice Lead
JUL 2002-APR, 2008 JUN 1997 - DEC 1999	A.V.P. Business Development	Creative Vision & Endeavour Systems (Sister Companies)	Software Solutions and Services, Temp. Staffing and Recruitments in Domestic and Global Markets. From me as a first employee, build the company Over 100 plus FTEs.
JUL 2000 - JUN 2002 JAN 2000 - MAR 2000	Business Development & Pre-Sales Head	Impact Systems Inc.	Documentum (ECM) Pre-Sales, Software Solutions Sales - domestic and Global Markets. Played a major role in getting e-RecordsManager product with DoD (department of defense USA) Played a major role in getting ISO 9001-2000 Certification.
JUN 1994 - MAY 1997	In Hardware and Software support, Computer Education and Power Builder Technical Consultant.		

Education:

1	**HarvardX (Harvard Business School)**	
	May 2020	Improving Global Health Focusing On Quality and Safety.
		Technology Entrepreneurship - Lab to Market.
		High Dimensional Data Analysis - Techniques
2	**Degree**	**Masters of Computer Management (M.C.M.)**
	College/Institute	Maharashtra Institute of Technology, Pune
	University	Pune
	Year of passing	June, 1994 ('A' grade – 69 %)
3	**Degree**	**Bachelor of Commerce (B.Com.)**
	College/Institute	Garware College of Commerce, Pune
	University	Pune
	Year of passing	April, 1992 (First Class – 65 %)
4	**Diploma**	**Diploma in computer Programming & Applications (DCPA)**
	College / Institute	Apple Computers Education (NCC, Manchester – London)
	University / Board	Not applicable
	Year of Passing	May, 1991 (First Class – 61%)

Personal:

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Birth Date:- 12th July,1972. **Marital Status:** Married, **Passport:** Available (Valid B1 Visa),
Current Location: India, Pune. **Relocation:** Looking forward.