

## **S U M M A R Y**

### ♦ **Executive Summary**

Enterprising Engineering hands-on ERP/ CRM/ BI Techno-Functional Professional, having around 3 decades of rich, diversified experience across breadth & depth of Technology & Industry spectrums:

#### ▪ **Leadership/ Management**

- Centre/ Practice setup
- BU/ P&L Management
- Entrepreneurship
- Program/ Account/ Project Management
- Global/ Remote Team Management (across boundaries/ cultures)
- IT Strategy Formulation & Implementation
- Architecture/ Technology Review/ Roadmaps
- ERP/ CRM Package Selection/ Customization/ Implementation/ Maintenance/ Support
- Product Management
- Business Process Re-engineering/ ROI Studies
- Analytics/ BI/ DSS/ MIS

#### ▪ **Technology**

- Architecting Integrated IT Solutions
- Application Development/ Product Engineering (Cloud/ On-premise)
  - Oracle/ Fusion/ JDeveloper/ D2K/ DotNet/ Java/ Javascript/ XRM/ Power Apps
- Product Development
- Mobile/ Omni-channel enabled Solutions
- ERP/ CRM
  - Oracle- E-Business/ Fusion/ Peoplesoft/ Siebel/ Netsuite/ JD Edwards
  - Microsoft- Dynamics 365/ CRM/ Axapta/ Fin & Ops/ Navision/ Bus Central/ Field Svc
  - SAP- ECC/ S/4 Hana/ Business by Design/ Business One
- Business Intelligence/ Data-warehousing (Oracle/ SAP/ Cognos/ BO/ Informatica/ Hyperion/ Siebel)
- EAI (Oracle/ Progress/ Informatica/ Websphere)/ BPM (Oracle/ Savvion/ MS-SSIS/ Flow)
- Automation/ BPM/ RPA/ Work-flow
- AI/ ML
- Web-chat/ BOT
- IOT

#### ▪ **Environments**

- Service Engineering/ Consulting/ AMO/ Support/ Captive Unit/ EDP/ Product Development

#### ▪ **Industries/ Domains**

- Healthcare/ Hi-Tech/ Telecom/ Energy/ Engineering/ Infrastructure/ Oil & Gas/ Supply-chain

### ♦ **Education & Credentials**

- **Bachelor of Engineering, 1991**, Guru Nanak Dev Engineering College
- **Advance One year IT course** (Oracle D2K, E-Commerce- Java/J2EE & Networking), **2000**, Pentasoft
- **PMP**- Project Management Course, **2007**
- **Pursuing MBA** (Digital Marketing)- Currently in the last Semester, NIBM

**♦ Work Experience (Snapshot)**

- Working with **'WalSof Technologies'** (Software Consulting Organization- [www.walsoftechnologies.com](http://www.walsoftechnologies.com)) as **'EVP, Solutions'**. Responsible for growing ERP/ CRM (Oracle EBiz/ Fusion/ Peoplesoft/ JD Edwards/ Siebel/ MS Dynamics/ Axapta/ Navision/ Business Central/ Field Svc/ Project Automation), Business Intelligence/ Data-warehousing, Automation (RPA/ IOT/ BOT) and High-end Consulting (Technology Roadmaps/ BPR/ ROI / Auditing) practices.
  - Key active Engagements:
    - MS Dynamics 365 Implementation project
    - Data-warehousing project (MS/ Oracle)
    - CRM Maintenance/ Support project (MS Dynamics 365)
    - Digitization/ Automation project (SAP)
    - System Performance/ Optimization project (MS D365)
- Worked with **'Emerio, NTT Communication Co.'** (Global Software Consulting/ Telecom Organization, [www.emeriacorp.com](http://www.emeriacorp.com)), as **'VP, Application Services'**. Responsible for managing the AS Group in India across platforms viz. Oracle, PeopleSoft, Web Applications – Microsoft/ Java/J2EE, Business Intelligence, MS Dynamics-CRM & QA. Also responsible for managing & growing the ERP BU globally across current and new potential Centre's. **Developed/ patented MS Dynamics Solutions.**
- Worked with **'Progress Software'**, (Global Software/ Product Organization– [www.progress.com](http://www.progress.com)), as **'Head-Development/ Enterprise Applications'**. Responsible for spear-heading/ managing the Global Development teams (Integration/ ERP- QAD/ MS-DotNet/ Web Development/ Web Applications- Java & WebSpeed/ CRM- SFDC/ BI/ Common Apps), besides providing the Leadership for the Overall IT, India Operations; including the Infra/ Systems and the Support functions. Also played a Leadership role in the Regional Leadership Council, thereby setting key strategic directions/ transcending the Corporate Goals @ the Zonal level.
- Earlier worked with **'EPAM/ Alliance Global Services'** (Global Software Consulting Organization- [www.epam.com](http://www.epam.com)) as **'Vice President- Solutions'**, responsible for globally managing the ERP/ CRM EBiz/ BI/DW Competencies – Microsoft/ Oracle/ SAP/ Peoplesoft/ Siebel. And key Accounts that also included Consultants from other Competencies.
- Prior to Alliance, worked with **ORACLE** (Global Software/ Product Organization– [www.oracle.com](http://www.oracle.com)) as **'Hemisphere-East Product Leader/ PSM (EMEA, Australia & APAC)'**. Managed various Product teams viz. Financials/ Projects/ CRM/ HRMS.. Also started/ streamlined various operations/ teams viz. Severity 1- FTS/ Projects/ CRM/ HRMS/ EMEA-Financials/ US- Financials.
- Preceding ORACLE, worked with **'Punj Lloyd'** (Global Engineering conglomerate– [www.punjlloyd.com](http://www.punjlloyd.com)); as **'Chief Software Officer'/ 'Centre/ Site Head'**; looking after ERP/ Software/ Automation/ Management needs of the Organization. Responsible for ERP Selection & Implementation across BU's. And design/ development of DSS/ MIS systems.

**♦ Technical Expertise**

- **ERP/ CRM**
  - **Business Suites**
    - **Financial Suite:** Accounts Payables - AP / Accounts Receivables - AR/ Fixed Assets – FA/ General Ledger – GL/ OIE
    - **Projects Suite:** Project Accounting - PA/ Project Costing/ Project Billing/ Project Foundation/ Project Management/ Project Resource Management – PJRM/ Project Contracts/ Time Entry – OIT/ Project Collaboration
    - **Human Resources Management System - HRMS Suite:** HRMS/ Foundation/ Recruitment/ Payroll/Time & Labor – OTL
    - **Manufacturing:** Bill of Materials – BOM/ Configure to Order/ Cost Management/ Engineering/ Inventory/ Scheduling/ Advance Supply Chain Planning/ WIP
    - **Order Management & Logistics:** Configuration/ Order Management – OM/ Release Management/ Warehouse Management/ iProcurement/ Purchasing/ Shipping Execution
    - **Sales & Marketing:** Marketing/ Sales/ Services/ Contracts/ iStore/ Quoting/ Field Service
  - **Packages**
    - **Microsoft Dynamics:** D365/ Navison/ Axapta/ CRM
    - **Oracle Apps/ EBusiness/ Fusion Apps**
    - **JD Edwards**
    - **Peoplesoft**
    - **Siebel**
    - **SAP:** ECC/ S/4 Hana/ B1
    - **MfgPro/ QAD**
    - **SalesForce/ Service Cloud**
- **BI/ETL**
  - Cognos/ Micro-strategy/ Business Objects – BO/ Siebel/ Crystal Reports/ OBIEE/ MS- BI/ Tableau
  - Informatica/ Oracle Warehouse Builder – OWB
- **Development Tools/ Languages:** SQL/ PL-SQL/ Java/ J2EE/ JDeveloper/ OAF/ Developer 2000 – D2K/ MS Power Apps/ MS Flow/ Reports/ Interfaces/ Conversions/ Extensions - RICE Components/ Workflow/ Portal/ Daily Business Intelligence – DBI/ Visual Studio/ Dotnet/ RPA/ BOT/ IOT
- **Processes/ Methodologies:** SAAS/ ASP/ Cloud Computing/ Water-fall/ Agile
- **BPM:** Oracle/ BPEL/ Microsoft/ Progress- Savvion
- **Content Management:** Oracle IBPM/ UCM/ Microsoft - SharePoint/ SAP/ EMC- Documentum
- **Project Management Tools:** Primavera/ Sure-track/ MS Projects/ MS Project Server
- **Asset Management:** Maximo/ EAM
- **Web Development/ Web Apps Dev:** Java/ J2EE/ Progress - WebSpeed/ .Net/ Oracle - OAF/ ADF/ XML
- **Other Applications:** Lawson / Open Accounts/ Open Air/ Flexera/ Eloqua

**♦ USP**

- **Perfect blend of Management & Technical skills**
  - Management experience across geographies, handling Teams with diverse backgrounds
  - Technical specialization across varied Platforms/ Enterprise Suites/ Tools
- **Hands-on capability** (across Products/ Tools)
  - Gives an edge in better Planning/ Management/ building efficient Solutions
- **Product Development expertise:**
  - Helps in visualizing & developing Secure/ Robust/ Efficient Products
- **Cross Role versatility**
  - Can play divergent roles viz. Management/ Development/ Consulting/ Support
- **Visualizing/ Reinforcing ROI**
  - Conceptualization to Implementation/ Development skills, aides in clearly articulating the benefits to the stakeholders; highlighting the benefits/ ROI; thereby paving way for additional Investments/ Repeat Orders