**RESUME OF ARVIND KUMAR SINHA**

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| **PROFILE AS FUNCTIONAL CONSULTANT / TECHNICAL PROJECT MANAGER** |

A determined, self-driven Techno-Functional PMI-**PgMP®** certified technical Project Manager to maintain high levels of stakeholder satisfaction through active engagement & relationship management. Drive through technology, Strategic thinking and delivery transformation, to realize sustainable benefits to the organization through best methodology of project implementation. Abilities in motivating cross-cultural teams, enabling them to deliver quality services to the customer using best requirement elicitation techniques and customer & team engagement. Have implemented **10+ Lending, Leasing and Factoring** / Supply Chain Finance domain projects with the utmost customer satisfaction level in USA, APAC, Europe and Middle East in last **11 years** with overall experience of 19 years in IT.

**CORE COMPETENCY and TECHNOLOGIES TOOLS .**

* In depth knowledge of Lending / Leasing business , Factoring / Invoice Discounting / Supply Chain Finance and Financial(Fixed Asset, Budget and AR/AP) and exposed to lite ERP products.
* Highly skilled technically and functionally with extensive leadership skills in the delivery and support of Web based applications
* Ability to work in multi culture , multi projects and Onsite / Offshore environment
* Hand on experience of writing code using Oracle PL/SQL and Unix shell script
* Exposed to Java based development and various reporting tool like Crystal report , Tableau, BIRT and OBI Publisher
* Expert in Requirement gathering technique and delivering the solution as per requirement
* Expert in various project management methodology including Waterfall and various forms of Agile project management using tolls like Share Point and Prana.
* Expert in using Ms Office tool like Ms. Projects, Ms. Vision and Ms. Office for document preparation and project planning and tracking.
* In depth knowledge of Full SDLC and CMMI frame work
* Exceptional interpersonal and communication skills , Team Leadership & Collaboration, Critical Thinking and analytical mindset

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| **ROLES & RESPONSIBILITY** |

* Conducting requirement gathering sessions with respective stakeholder using best elicitation techniques and convert requirements to solution mapping document to deliver quality product with best customer satisfaction.
* Preparing Scope Management plan after having discussion with appropriate stakeholders for setting up the processes to be followed for requirement gathering and delivering quality solution.
* Prepare the Functional Specification document and test scenarios / cases to make sure that quality solution is delivered to customer by using 20 Quality Metrics
* Reviewing Technical specification document prepare by the development team
* Writing Procedure, Functions, triggers, Cursors and other PL/SQL code for critical delivery.
* Unix Cell scripting
* Build and lead the project team to deliver the desired result.
* Conduct Kick off meeting with all stakeholder, huddle meeting with project team and status review meeting with senior management.
* Specialized in Planning Risk management by using various quantitative assessment technique and plan contingency reserve accordingly accordance with organization Risk appetite and tolerance level.
* Closely monitor all projects of the program and provide necessary support and leadership to other project managers and project team to ensure that all aspects of key stakeholder’s requirements are appropriately prioritized and managed
* Resource prioritization and Management as per the strategic objective of the program/ projects
* Measure projects performance using defined CF and underlying KPIs to monitor progress; identify and quantify variances, complete any required corrective actions, and communicate to all stakeholders.

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| **EMPLOYMENT HISTORY / EXPERIENCE** |

* Project Manager/ Business analyst May 19 Till Date
* Project Manager / Business Analyst Jan 17 Till Apr 19
* Project Manager/ Business Analyst Nov 09 Till Dec 16
* Project Manager/ Business Analyst Jan 07 Till Oct 09
* Project Leader Jun 04 Till Dec 06
* Cirrius Software Pvt. Ltd., India As Module Leader Apr 04 Till Jun 04
* Relation Technologies Pvt. Ltd., India As Project Leader Jan 01 Till Apr 04

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| **PERSONAL DETAILS** |

**Educational Qualification**

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|  | **Degree / Certificate** | **College / University** |  | **From** | **To** |
|  | M.Sc(Computer Science) | Jiwaji University, Gwalior |  | Aug 1999 | Jul 2001 |
|  | B.Sc(Computer Science) | Allahabad University |  | Jul 1994 | Jul 1997 |

**Other Qualification**

* Program Management Professional- PMI-**PgMP** Certification from PMI
* Certificate course from PMI on Digital Automation using Agile
* Project Management certificate from IIT Delhi.
* Silver Rated Award for successful implementation of BSF project.

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| **Project Summary** |

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| **Project Name** | **Customer Name** | **Role** | **Start Date** | **End Date** |
| Factor/SQL Upgrade | In House. USA | Project Manager  Business Analyst | Feb 19 | Current |
| Integrated Lending solution | Al amthal, Matager , KSA | Project Manager  Business Analyst | Jun18 | Apr19 |
| Home Finance solution | BSF , KSA | Project Manager  Business Analyst | Jan 17 | May 18 |
| Integrated Lending suit | MPG , India | Project Manager  Business Analyst | Jan 14 | Dec 16 |
| Leasing/Lending Management System for Retail bank | BIDV , Vietnam  SFL and BSF, Saudi Arabia | Project Manager  Business Analyst | May 10 | Dec 13 |
| Factoring System | Emirates and Mashreq Bank, Dubai | Project Manager  Business Analyst | Nov 09 | Apr 10 |
| Factoring System-Factor/SQL | First Capital and various other clients, USA | Project Manager  Business Analyst | Jan 07 | Oct 09 |
| Factoring System | FIMBank,Malta  SBI,Mumbai | Project Leader  Business Analyst | Jun 04 | Dec 06 |
| Material Management System/PMS | Various Clients | Sr. Software Engineer / Project Leader | Jan 01 | Jun 04 |

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| **Project Details** |

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| **Name** | **Project Details** |
| **Factor /SQL Upgrade**  (**Role**- Project Manager / Business Analyst,  **Technology** – Delphi, Sybase  **Tools**- Ms Project, Ms Visio, Share Points  **Domain**- Finance(Factoring & supply chain Finance  **Location** – India and New Jersey, USA | Factor/SQL is the world’s premier system for companies offering commercial financing through Accounts Receivable purchasing. This highly scalable software has been successfully used by all sizes and types of Factoring operations, to manage portfolios, analyze risk, track commissions and optimize income. Additionally, Factor/SQL provides detailed tracking of operator activity for security monitoring and auditing purposes  This product is being upgraded to support web based experience. There are about 10 resources working on this project. I am working as Technical Project Manager and implementing project using Agile methodology. My role in the project are as follows but not limited to   1. Studying the current product by conducting requirement gathering session with the current product expert and prepare product backlog 2. Preparing Functional Specification document and Test cases for the ongoing sprints and demonstrate the incremental modules to product experts. 3. Preparing Project plan, schedule and Risk management in addition to other plans like resource management plan, quality management plan etc 4. Team building, Stakeholder management, periodic project status review. |
| **Integrated Lending Suit**  (**Role**- Project Manager / Business Analyst,  **Technology** – Java, Oracle PL/SQL  **Tools**- Ms Project, Ms Visio, Share Points  **Domain**- Finance(Lending)  **Location** – Riyadh KSA | 3i infotech has been awarded to implement integrated Lending / Leasing Solution (Kastle®ULS) at Al Amthal. Al Amthal is one of the oldest and leading financial company to provide loans for auto and equipment. The implementation includes Kastle®ULS, Orion (Enterprise System), AML- Anti Money Launderingsystem and integrated reporting system. The goal is to successfully implement all three projects within the approved budget and time.  I am working as Project Manager and business Analyst. My role in the project are as follows but not limited to   1. Studying the requirement by conducting requirement gathering session with the business users and prepare Solution Mapping document 2. Preparing Functional Specification document and Test cases for the ongoing deliveries and demonstrate the incremental modules to business users in the form of Prototype before commencing final development using DSDM agile project management methodology. 3. Preparing Project plan, schedule and Risk management in addition to other plans like resource management plan, quality management plan etc 4. Team building, Stakeholder management, periodic project status review. 5. Liaison between customer and onsite / offshore team 6. Finance Management customer engagement, escalation management |
| **Home Finance solution**  (**Role**- Project Manager / Business Analyst,  **Technology** – Java, Oracle PL/SQL  **Tools**- Ms Project, Ms Visio, Share Points  **Domain**- Finance(Lending)  **Location** –Riyadh, KSA | BSF is one of the largest banks in KSA. This bank has maximum market shares but lacked in the retail banking segment. The Bank has retail loan  Portfolio but not very significant and wanted to venture out in Home loan segment for individuals. During the same period, KSA government has started a program called REDF-Real Estate Development Fund to support customer to buy a new home. Eying on the opportunity of getting customer supported by the government and having the strategic vision of capturing retail home loan market and serve new customers, the program Shape the Future was launched.  The program was initiated to achieve the above strategic objective integrated with the following key benefits  1. Increase organizations revenue contribution to the market by 20% in the first year  2. Facilitate various products of home loan  3. Pass full REDF benefit provided by the government to customer  4. Enable cross-selling of the retail loans to corporates employees  5. New Common reporting system pertaining only to retail business which can provide dashboard and data for analysis and plan better strategic decision  This program is structured using below interdependent components  1. Off Plan Home Finance -The objective of the project was to facilitate bank to lend money for under-construction property integrated with REDF  System.  2. Equity Home Finance -The objective of the component was to facilitate bank to lend additional money to an existing customer if more  Eligibility has been created due to change in his job or repayment of his existing loans.  3. Co-Borrower Home Finance -This is a unique product where the  joint family can approach a bank with all family members and apply for the loan for a mansion or big house which they could have nor afford the  Individual.  4. Escrow system -This component was developed independently to integrate with REDF system which was developed by the ministry of the  Housing to store customer information of approved customer also supports the customer with down-payment. The system is being used across all other components to provide the customer details.  5. Reporting system -A new reporting system was developed to provide a holistic view of the retail business. The new reporting system provides a very rich dashboard for the data analysis which helps executive leadership to plan a new strategy to enhance market contribution.  I was assigned to this program as a program Manager and as a Project Manager for the Off plan project.  As program manager my roles was as follows but not limited to   1. Stakeholder engagement in order to get buy-in for the program and projects of the program. 2. Developing business case, program Management plan 3. Resource interdependency , resource prioritization, team building and providing leadership to Project Managers and program team 4. Program level Risk and issue management 5. Escalation Management 6. Running Reward & Recognition program 7. Make sure that the program is aligned to the organization objective 8. Conduct Program transition and Sustainment. 9. Conduct Program Status review meeting   As Project Manager and Business Analyst my roles were as follows but not limited to   1. Studying the requirement by conducting requirement gathering session with the business users and prepare Solution Mapping document 2. Preparing Functional Specification document and Test cases for the ongoing deliveries and demonstrate the incremental modules to business users in the form of Prototype before commencing final development. 3. Preparing Project plan, schedule and Risk management in addition to other plans like resource management plan, quality management plan etc 4. Team building, Stakeholder management, periodic project status review. 5. Liaison between customer and onsite / offshore team 6. Finance Management customer engagement, escalation management |
| **Integrated Lending suit**  (**Role**- Project Manager / Business Analyst,  **Technology** – Java, Oracle PL/SQL  **Tools**- Ms Project, Ms Visio, Share Points  **Domain**- Finance(Lending)  **Location** –India | Muthoot Group is a very large organization which deals in Gold loan segment of the lending business. It has branches across India, in every length and breadth of the country. The management wanted to utilize these branches and the exiting staffs for cross sale. A software company was awarded a fixed contract to develop applications. The implementation of new systems would allow lending to the underprivileged customer who cannot take a loan from the bank due to stringent RBI- Reserve Bank of India rules. Also, the customer will have the opportunity to choose from different product available under one umbrella. This program would also support in more revenue generation and would provide an accurate and real-time dashboard to higher management using the new BI tool The Program called Upgrade Us was initiated to achieve above stated strategic goals and provide the benefits which are listed below  1. Tap the new market such as the Home loan, the Auto Loan to lend underprivileged customers and Broker gold loan  2.Raise an additional 15 Million revenue for the organization by new business  3. Enable cross-selling of products  4. Common Accounting system  5. Common reporting system for dashboard and data analysis for better strategic decision Considering the strategic goal of the organization and benefit expected.  The program was planned and executed with the following independent projects sharing the same customer base and same Infrastructure  1. MUTHOOT Home Finance The application developed was to cater requirement for home loan buyers The developed application fulfills the entire business requirement starting from Lead generation till Disbursement and from Payment till write-off and also has the feature to deal with defaulters and legal formalities.  2. MUTHOOT Auto Loan This application developed keeping in mind the auto availability to maximum people. Mainly the business is to loan two-wheelers to loan.  3. MUTHOOT Trader Flexi Gold loan This application had the facility to lend gold to the trader. It is designed especially for the wholesaler  4. Accounting system -The common accounting system will have data from all the system and present the over portfolio of the organization.  5. Reporting system The common reporting system would help higher Management to analyze the data across group origination which would help them to strategies the future plan for the company.  After program completion, the benefits were transferred to respective companies based on the transition plan. Transition workshop where arranged for proper and effective knowledge transfer. The program was closed after the successful transition of the components.  .  I was assigned to this program as a program Manager and as a Project Manager for the Off plan project.  As program manager my roles was as follows but not limited to   1. Stakeholder engagement in order to get buy-in for the program and projects of the program. 2. Developing business case, program Management plan 3. Resource interdependency , resource prioritization, team building and providing leadership to Project Managers and program team 4. Program level Risk and issue management 5. Escalation Management 6. Running Reward & Recognition program 7. Make sure that the program is aligned to the organization objective 8. Conduct Program transition and Sustainment. 9. Conduct Program Status review meeting   As Project Manager and Business Analyst my roles were as follows but not limited to   1. Studying the requirement by conducting requirement gathering session with the business users and prepare Solution Mapping document 2. Preparing Functional Specification document and Test cases for the ongoing deliveries and demonstrate the incremental modules to business users in the form of Prototype before commencing final development. 3. Preparing Project plan, schedule and Risk management in addition to other plans like resource management plan, quality management plan etc 4. Team building, Stakeholder management, periodic project status review. 5. Liaison between customer and onsite / offshore team of 2-30 in size 6. Finance Management customer engagement, escalation management |
| **Leasing/Lending Management System**  (**Role**- Project Manager / Business Analyst,  **Technology** – Java, Oracle PL/SQL  **Tools**- Ms Project, Ms Visio, Share Points  **Domain**- Finance(Lending)  **Location** –Vietnam | BIDV awarded project to 3i Infoech for implementing end to end solution for the leasing management system. The end end to solution includes the leasing system and the finance system having modules such as   1. Origination System 2. Management / Servicing System 3. Collection / Delinquency management system 4. General Ledger 5. Account Rateable and Account Payment 6. Fixed Assets 7. Badget & Expense 8. Forex   I was assinged to this project in the capacity of project maager and business manager. My roles and responcibility were as follows   1. Conduct Kick off meeting with BIDV 2. Coordinate with users and functional consultant at the time of requirement gathering 3. Making sure the quality delivery as per the customer expectation 4. Project Planning, estimation , scheduling and Monitoring 5. Identifying the risk and finding the mitigation 6. Liaison between technical team and functional team of 20-30 in size 7. Engage with customer on regular basis to understand the customer pain area and make sure to resolve the same 8. Updating the status of the project to all stake holders on regular basis 9. Updating and Sharing Quality Matrix on periodic basis 10. Presenting the project status in Steering Commitee Meeting 11. Review of the project with Delivery Head and team 12. Montly reveiw with Global Banking head 13. Presenting project status to MD / CEO on need basis. 14. Escalate the issue to steering committee members if it is not possible to resolve with BIDV project team 15. Coordinate with Partner for the sucessful implementation. |
| **Factoring Solution**  (**Role**- Project Manager / Business Analyst,  **Technology** – Java, Oracle PL/SQL  **Tools**- Ms Project, Ms Visio, Share Points  **Domain**- Finance(Lending)  **Location** –Dubai | Factoring System is a platform and application server independent specialized multi-currency and multi lingual software product exclusively catering to the factoring and invoice discounting business. It supports the most popular financing models of the modern corporate world. It provides the organization with a flexible platform to design products at various levels of sophistication and complexity, catering to a whole range of market needs. This system has several modules.  Admin , Risk Management, Operations, and MIS Report  I was assinged to this project in the capacity of project maager and business manager. My roles and responcibility were as follows   1. Conduct Kick off meeting with Key stakeholders 2. Coordinate with users and functional consultant at the time of requirement gathering 3. Making sure the quality delivery as per the customer expectation 4. Project Planning, estimation , scheduling and Monitoring 5. Identifying the risk and finding the mitigation 6. Liaison between technical team and functional team 7. Engage with customer on regular basis to understand the customer pain area and make sure to resolve the same 8. Updating the status of the project to all stake holders on regular basis 9. Updating and Sharing Quality Matrix on periodic basis 10. Presenting the project status in Steering Commitee Meeting 11. Review of the project with Delivery Head and team 12. Montly reveiw with Global Banking head 13. Presenting project status to MD / CEO on need basis. 14. Escalate the issue to steering committee members if it is not possible to resolve with BIDV project team 15. Coordinate with Partner for the sucessful implementation. |
| **Factoring System-Factor/SQL**  (**Role**- Project Manager / Business Analyst,  **Technology** – Java, Oracle PL/SQL  **Tools**- Ms Project, Ms Visio, Share Points  **Domain**- Finance(Lending)  **Location** –CA, USA | Factor/SQL has earned the trust and respect of many of the world’s leading factors over the past two decades. It is the world’s premier system for companies offering commercial financing through Accounts Receivable purchasing. This highly scalable software has been successfully used by all sizes and types of Factoring operations, to manage portfolios, analyze risk, track commissions and optimize income. Additionally, Factor/SQL provides detailed tracking of operator activity for security monitoring and auditing purposes  This product was upgraded to new business needs and enhance the performance and provide more access to customer to get on time information. There are about 10 resources working on this project. I am working as Project Manager and implementing project using Agile methodology. My role in the project are as follows but not limited to   1. Studying the current product by conducting requirement gathering session with the current product expert and prepare product backlog 2. Preparing Functional Specification document and Test cases for the ongoing sprints and demonstrate the incremental modules to product experts. 3. Preparing Project plan, schedule and Risk management in addition to other plans like resource management plan, quality management plan etc 4. Team building, Stakeholder management, periodic project status review. |
| **Factoring Solution**  (**Role**- Project Manager / Business Analyst,  **Technology** – Java, Oracle PL/SQL  **Tools**- Ms Project, Ms Visio, Share Points  **Domain**- Finance(Lending)  **Location** –Malta,India | Factoring System is a platform and application server independent specialized multi-currency and multi lingual software product exclusively catering to the factoring and invoice discounting business. It supports the most popular financing models of the modern corporate world. It provides the organization with a flexible platform to design products at various levels of sophistication and complexity, catering to a whole range of market needs. This system has several modules  I was allocated to this project in the capacity of Project Leader and Business Analyst. My roles were as follows but not limited to   1. Studying the requirement by conducting requirement gathering session with the business users and prepare Solution Mapping document 2. Preparing Functional Specification document and Test cases for the deliveries 3. Preparation of technical specification 4. Writing Procedure, Functions, triggers, Cursors and other PL/SQL code for the project. 5. Code Review 6. Guiding the team in the development 7. Testing the solution before delivering to customer |
| **Material Management System/PMS**  (**Role**- Project Manager / Business Analyst,  **Technology** – Java, Oracle PL/SQL  **Tools**- Ms Project, Ms Visio, Share Points  **Domain**- Finance(Lending)  **Location** –India | The Material Management system was developed for the manufacturing companies to streamline their internal process such as indent generation from respective department, approval of the request, PO generation, Receiving the goods to go down, capturing truck movements, Invoicing, GRN etc.  The Plant Management system was for the maintenance of the plan in order to have the current status of the equipment running in the factories.  My role was as of Oracle developer. As an Oracle developer I used to write Procedure, Functions, triggers, Cursors and other PL/SQL code for the project. |