**Technology Executive** with 20+ years of demonstrated success in driving innovation and delivering transformative data & analytic solutions to support strategic business objectives at Fortune 500 companies

* Extensive experience defining data strategy & vision to deliver actionable insights for positive business outcomes. Established from ground up, centers of excellence for Analytics, Integration & BI
* Problem solver with passion for excellence; Won admiration by turning around failing, at-risk initiatives
* Goal oriented & dynamic achiever, produces results with flawless execution & attention to details
* Skillfully blends strategic thinking with tactical execution; Ability to see big picture & connect-the-dots
* Excellent communication, presentation, engagement, negotiation, influencing and relationship building skills
* Built high performance Analytics, BI teams by hiring, mentoring, developing & motivating top-notch talent

**Core Competencies**

Data Strategy | Big Data | Data Governance | Visualization | Predictive Analytic | Integration | DR | Business Intelligence | Enterprise Architecture | Data Mining | Data Security | Program Management | Agile | Performance | Quality | Planning | Budgeting | ERP | CRM | e-Commerce | MDM | Infrastructure & Operations | Cloud

Tableau | PowerBI | SSRS | Google Analytics | Business Objects | Cognos | Alteryx | SSIS | Informatica | HANA | Cassandra | Hadoop | Python | SAS | SPSS | Sybase | Oracle | SQL Server | DB2 | Endeca | SSAS | ERWin | SQL | Hyperion | BPC | SAP | MS-Dynamics | Seeburger | TIBCO | Web services | AWS | JIRA | R

**Professional Experience**

## **CarringtonConnects 2016-2017**

## **Director, Data Management & Analytics**

## Reporting to the SVP of business strategy of the startup, enabled digital business platform for real estate & financial services through data driven strategies. Achieved business growth, enabled fast-paced decision making by deriving intelligence from data assets. Created scalable data foundation & analytics roadmap to empower business

**Accomplishments**

* Optimized digital marketing spend by improved conversion & targeted channel selection. Implemented strategies to transform consumer behavior data into actionable insights by building analytics and executive dashboards powered by Tableau, PowerBI, Google Analytics, Alteryx and Azure. Recommended increase in ad spend on campaigns on Google & clicks.net for improved ROI
* Increased funded loan volume by 25% within 4 months from improved visibility achieved through creation of pacing, forecasting and reattribution models and underlying data marts & data lake solution
* Delivered new capabilities leveraging cloud & data architecture best practices. Introduced data governance & agile processes. Established bi-weekly scrum cycles. Recommended process changes to improve data quality

## 

## **Ingram Micro 2012-2016**

## **Senior Manager, Global Platforms for Business Intelligence, Middleware & e-Business**

## Led BI, DW, Analytic and middleware groups. Big data evangelist, introduced HANA & Cassandra platforms, performed POV, built technical competency. Defined strategy to ensure high availability, improved utilization & consistent performance of mission critical business systems generating revenue of $18 B+; Managed global implementation & operations for BI, Analytic and Planning systems. Directed critical infrastructure upgrades.

## Ensured adherence to architecture & governance best practices. Responsible for budget of $10+ MM & staff of 30+

**Accomplishments**

* Secured $ 1.4 MM & developed Analytics solution to support critical strategic pricing function handling 2M+ SKUs. Price files delivered daily to 15,000+ B2B customers across the globe with 99.99% adherence to SLAs
* Integrated 7000+ global partners generating $7.5 B in revenue by implementing and reengineering the mission critical EDI platform; Delivered in < 6 months with a lean team of 7 technical resources
* Spearheaded major upgrades of SAP BI & ODS platforms used by 5000+ internal & external users globally. Led to 35% improvement in system performance and a 20% increase in user adoption.
* Oversight of a massive historical data archival and purge project, resulting in savings of $120K+ per year
* Led legacy e-Commerce system consolidation, generated savings of $5MM/yr.; Reduced downtime by 60%+
* Drove $15 MM data center rationalization & infrastructure remediation program to extraordinary success. Provided visibility to C-level. Led to savings of $3 MM+/yr. & reduced system failures by 95%
* In-sourced role of 15 consultants supporting global BI & middleware systems by hiring 7 highly skilled FTEs & cross training them to provide 24\*7\*365 administration. Realized annual OpEx savings of $700K

## **Irvine Company 2007-2012**

## **Senior Manager, Enterprise Business Intelligence and Planning Systems**

## Brought in to define a multi-year enterprise architecture roadmap; Role expanded to drive vision & execution strategy for BI, Analytics, Data Warehousing, Integration & Financial Planning. Realized strategic objectives by consolidating critical systems; transitioning from disparate silos to unified, scalable architecture foundation built on SAP Business Objects, BPC, dashboards, Tableau, SSIS & mobile. Built high performance, distributed team

**Accomplishments**

* Implemented 'Datavision', a commercial-off-the-shelf (COTS) data mart for ultra-luxury Resort at Pelican Hill; enabled analytic and operational reporting to the president & CXOs. Led to 8% cost reduction
* Delivered data mart for property management & tenant sales on SAP BW/BEx/BO; 360 view of customer improved profitability at lease renewals and helped increase asset utilization & cross-sell opportunities
* Introduced federated BI architecture to realize company’s strategic vision. Defined execution strategy, obtained management buy-in for $3MM investment. Advised executives on technology & vendor selection; Led team of FTEs & consultants to deliver project utilizing Agile. Created capabilities for Sales & Marketing
* Contributed significantly to home construction business responsible for $1.5 B revenue by implementing advanced financial planning & predictive analytic leveraging SAP BPC. Provided thought leadership, drove product adoption through active customer engagement. Annual financial targets exceeded by 12%
* Tapped to turn around underperforming $25 MM SAP implementation driven by BIG-4 consulting group, running 6 months late & considerably over budget. Negotiated & re-prioritized scope, streamlined SDLC process, brought project on track for go-live. Defined integration architecture for 45 systems/vendors
* Led enterprise architecture team, provided guidance to multiple strategic projects; Conducted extensive research on TOGAF, Gartner and Zachman frameworks to define enterprise architecture policy

## **Ameriquest Mortgage 2003-2007 Data Management, Enterprise Integration and Product Manager**

## Hand-picked by CIO to build a data integration team for a massive software development initiative to replace servicing platform. Role expanded into Product Management, BI & Data Governance; Established center of excellence for enterprise integration. Directed distributed, matrix teams of 35 professionals & 6 directs reports

**Accomplishments**

* Built analytic solution utilizing Business Objects and Informatica; resulted in improved cash management & enhanced customer satisfaction; Designed complex ETL solutions & data models for OLTP and OLAP
* Defined master data foundation; established metadata management policies; integrated multiple systems in real-time with operational data repository; managed application & database administration team
* Delivered complex assemblage of B2B and B2C integration utilizing application and data integration. Built 1200+ interfaces with vendors, government agencies, investors & internal systems using EAI, MQ Series, SOA, Web Service API, ETL & Portal integration addressing complex business requirements
* Created strategic roadmap to build 900 person-year state-of-the-art industry leading loan servicing system. Directed product development with overall budget of $50 MM+; Managed Cap-Ex of $8 MM
* Championed development of default management platform supporting $ 40 B+ loan portfolio. Program success was critical factor in upward revision of Ameriquest credit ratings 2 years in a row.
* Orchestrated large cross-functional initiative for loan acquisition and system integration with third-party lenders and loan servicers leading to growth in portfolio of serviced loans by $ 2.5+ B
* Managed configuration and s/w releases for multiple projects with concurrent roll-out, supporting 24\*7 software development factory model utilizing Scrum with round-the-clock system support

## **Intelli-Mine 2001-2003**

## **Head of BI & Data Management Practice**

## Hired by the CEO to establish BI practice and lead strategic transformation of the company into niche Analytic market. Conceptualized, ‘Intelli-Mortgage’ first-of-its-kind Analytic product; Defined go-to-market strategy, led development & presales. Generated new stream of significant revenue. Delivered consulting engagements of 20000+ hrs. & revenue of $ 4MM+. Delivered one of the largest implementation of data warehouse for CRM & Sales for Aramark on Microsoft stack. Improved Route Sales Operations efficiency by 15%. Implemented award winning analytic solution to improve plant & labor productivity with savings of $2+ MM/yr.

## **Infogain 2000-2001**

## **Development Manager**

## Managed a team to design and build a scalable, ETL & Analytics framework for operational analysis of CRM data using Business Objects, Cognos & Microstrategy. Led a $ 3 MM DW migration consulting engagement

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## **Satyam Computer Services 2000-2000**

## **Manager, Data Warehousing & BI**

## Led team of 8 engineers, built analytics & dashboards for collaborative enterprise management product, 'Vision Compass'. Balanced Scorecard Product successfully implemented at GE and Lucent to drive organization alignment

## **Tata Steel 1992-2000**

## **Data Technology Manager**

## Started career as a software engineer, quickly moved up to manage teams of 25+. Delivered very first ‘BIG-Data’ warehouse utilizing cutting-edge technology stack with Python, DB2, Essbase OLAP, Cognos, SAS and Intelligent Miner. Realized reduction of rejections by 35%, enhanced customer satisfaction, reduced risk of customer churn & improved profitability by $5+MM a year. ROI realized within a year. Won national award for ‘Innovative use of technology to realize strategic goals’. Evangelized data mining in R&D & operations groups

**BS in Computer Science & Engineering, Indian Institute of Technology, India**

**United States Citizen**