

SHASHI KUMAR

Mob.: +91 9136001340

Email: Shashi.kumar0208@gmail.com

Address: 794, E2, Vasant Kunj
New Delhi-110070, India

BUSINESS ANALYST / PROJECT MANAGER

Summary: 8 years of experience in in the IT & Telecom industries. Managed a large team, vendors & business team. Efficiently and passively involved in Business requirement, business analysis, forecasting, operator service launch, implementation of telecom/VAS products and IT operations. Resourceful problem solver with proven ability to bring quick resolution to challenging situations as well as building lasting relationships with internal & external customers.

Professional experiences

IBM India Pvt. Ltd.

Jan' 2015 – Present

Job Title: Sales Management Advisor

Role: Business Analyst, Russia & CIS

- ✓ To provide end-to-end seamless integrated support to the Country GM & Sales leaders of regions
- ✓ Lead a wide range of team management and Center operational activities
- ✓ Plan and Execute the strategy of the Sales Execution CoE
- ✓ Enabling sales leaders to achieve sales revenue, profit and growth objectives for IBM products, solutions and services through superior business analytics
- ✓ Business analysis, Decision support and working within various reporting systems for enhanced sales execution.
- Sales pipeline management, revenue forecasting, weekly sales calls management
- ✓ Reviews existing systems/processes and challenges the validity of given procedures and processes with a view toward enhancement or improvement
- ✓ Acting as a focal point to provide advisory services on current business situation
- ✓ Support operation team for new business analysis and initiatives
- ✓ Perform root cause analysis, issue resolution and develop gap closure plans
- ✓ Sales Initiatives: Growth Plays, Win/Loss Trends analysis, Pipeline Tracking/Analysis, drive data-Quality, Prepare supporting material for cadence deck
- ✓ Analyze growth initiatives, Drive execution of Sales Cadence Management system, Track revenue/signing performance as required to project, Generate Performance Views, Support/advise sales executives / leaders in developing business strategies
- ✓ Assist in preparation of local, S&D, IOT/WW business reviews, Identify & drive challenges
- ✓ Drive improvements in sales performance, Develop & maintain Roadmaps and deal lists

Oriflame India Pvt. Ltd.

Aug' 2013 – Jan' 2015

Job Title: Ass. Global IT Manager

Role: RCIS Support leader and GDC Specialist

- ✓ Manage a team to support business application and operation of RCIS region
- ✓ Monitoring, Operation and support of Global Distribution Center, which includes automated works like packing, palletizing, printing etc.
- ✓ Operation Support for WMS & Automated picking systems
- ✓ Business applications operations and support for APAC, EMEA, CIS & LA
- ✓ Business analysis activities
- ✓ Analysis and assignment of issues to development team

MTS India (Sistema Shyam Teleservices Ltd.)

Oct' 2008 – Aug' 2013

Job Title: Lead

Role:

1. Project Manager (VAS Applications Division)

Jan' 2012 – Aug' 2013

- ✓ Technical Document Preparation
- ✓ Solution Design and architecture for Web Payment, mCommerce and SDR platforms
- ✓ New Product innovation development
- ✓ Daily Operations
- ✓ Executive Presentation
- ✓ Monthly Summery of revenue report

SHASHI KUMAR

Mob.: +91 9136001340

Email: Shashi.kumar0208@gmail.com

Address: 794, E2, Vasant Kunj
New Delhi-110070, India

- ✓ System Optimization monitoring and reporting

2. Project Manager (PMO & Business Engagement Division)

Oct'2008 – Dec' 2011

- ✓ Mapping requirements and providing the best solutions involving evaluation and definition of scope of the project and finalization of the project requirements, Estimates and system Impact
- ✓ Holding review meeting to monitor progress of the project as per schedule / budget and ensuring timely completion and delivery of the project
- ✓ Creation of deliverables and activities as per the phases of Project Life Cycle
- ✓ Resource allocation and Budget Balancing in the Project Management Tool
- ✓ Identification of risks, systems integration, Internal & External vendor management
- ✓ IT project budget analysis and contract management
- ✓ Project oversight and independent validation & verification
- ✓ Excellent interpersonal skills in communications, relations, and negotiation
- ✓ Publish weekly status of project to manager, respective Division/HoD and delivery Managers
- ✓ Creation of Integrated Project Calendar & weekly PMO Project tracker
- ✓ Executive Presentation & Effective Communication with cross functional team with knowledge of Russian language

Details of successful projects delivered:

Project #1 Green field Launch in 10 major circles (Voice & Data)

Technologies: MSC, BSC, HLR/VLR, IN, SMSC, CRBT, OCG, RANAAA/AAA, PDSN, Call Center, CRM, Provisioning, Mediation, Recharge platform, etc.

Description: Launch of MTS Voice, Data and VAS services across India

Responsibilities: Preparation of Detail Circle Launch Project Plan and resources alignment (both internal and external). Check list of Site and system readiness. Verification of IT/Network connectivity, activation, provisioning, recharge of RUIMs, network testing, VAS services and execution of various testing. Publish daily reports Dashboard of UAT progress to CXO and respective team.

Project #2 eRecharge Platform Migration

Technologies: UTIBA eRecharge platform, SMSC

Description: Deployment of secure recharge platform "UTIBA", as per industry benchmark.

Responsibility: Creation of pre-analysis of business benefit/impact, training material for users, Project plan circle-wise and alignment of technical and business resources. Training to business users to provide understanding of system, recharge menu usage and testing. Verification of configuration of business rules (such as commission, tariff, Channel tree, etc.). Conduction of UAT, prelaunch testing and Operation support.

Project #3 Web Recharge and bill Payment Implementation

Technologies: UTIBA eRecharge platform, SMSC, Http/Https

Description: To launch of MTS Postpaid services and 3rd party recharge integration

Responsibility: Understand of requirement, platform, integration check points, development efforts (internal/external). Creation of Project Plan, dependencies & risk analysis. Initiation of integration with vendor and to provided understanding of API & Steps Document. Connectivity establishment over P2P tunnel between partner platform and MTS recharge system. Coordination with internal/external team for application development, UAT and report validation. Technical reconciliation and operation support.

Project #4 Subscriber Data Repository

Technology: HP IUM, HLR, Radius, CRM

Responsibility: BRD and Scope of Work Preparation and finalization with business and vendor. Project Planning, HW procurement, solution and architecture designing, Validation and support for HW installation, DB creation and application Deployment. Application testing and validation. Product presentation and sale to internal business. Analysis of new functionality development, solution and operation.

Project #9 MTS Chat, MTS Jukebox, MTS Rozagar, MTS Guru

Description: Deployment of various voice VAS services

Responsibilities: Analysis of business case, service analysis, deployment plan and connectivity. Shortcodes level opening at all MSC & connectivity with OCG and further charging testing of services

Other Projects:

SHASHI KUMAR

Mob.: +91 9136001340
Email: Shashi.kumar0208@gmail.com

Address: 794, E2, Vasant Kunj
New Delhi-110070, India

-
- Outbound IVR deployment in 12 Circles
 - SMS Portal/UTK deployment and Launch

Skills, training & certificates

Tools & Skills:

- Cognos BI
- IBM Cloud
- Lotus Notes
- Macros
- Visio
- Microsoft Project
- IFS
- SAP
- Serena
- Enterprise Project Management Tool
- OS (Windows All, Linux, Mac)
- MS Office (Word, Excel, Visio, Power Point)
- Language – VBA, html, JAVA
- Soap XML

Certificates & Trainings:

- Program Management certify from School of Business of The George Washington University
- ITIL training and certify by AstroWix
- Managing Projects with Microsoft Project 2007 training and Certify by AstroWix

Education & professional profile

Bachelor of Science in Engineering	Peoples' Friendship University of Russia, Moscow	2008
Russian Language preparatory course	People Friendship University of Russia, Moscow	2003
10+2 (Higher Secondary)	Bihar Intermediate Education Council, Patna	2002
10 th (Secondary)	Bihar Secondary Education Board, Patna	2000

Awards and achievements

- IBM Manager's Choice Award - 4 times
- Received "change master award 2009" by the CIO of MTS
- Q2 2012 WOW Golden Award
- Rewarded four promotions in MTS

Languages

English – Advanced

Russian – Advanced

Hindi – Native

Personal details

Passport	Nationality	Sex	DoB	Marital Status
Yes	Indian	Male	15-Jan-1986	Married

SHASHI KUMAR

Mob.: +91 9136001340

Email: Shashi.kumar0208@gmail.com

Address: 794, E2, Vasant Kunj

New Delhi-110070, India

Name, surname:

KUMAR Shashi

Date of birth:

January 15, 1986

Previous credential:

Certificate on secondary education awarded in 2002

Admission tests:

passed

Entered

the Peoples Friendship University of Russia in 2002

Graduated from

the Peoples Friendship University of Russia in 2008

The required duration of the full-time university-level higher education programme is

6 years

Field of study/Speciality

Automation and Control

Specialization:

not envisaged by the curriculum

Course papers:

01. Informatics Science, satisfactory
02. Engineering and Computer Drawing, good
03. Programming and Foundation of Algorithmic Language, satisfactory
04. Interactive Systems Technology, excellent
05. Theoretical Mechanics, good
06. Applied Program Systems, satisfactory
07. General Electrical Engineering and Electronics, good
08. Bases of Automated Designing, good
09. Database Management Systems, excellent
10. Automatic Control Theory, satisfactory
11. Technical Equipment and Software of Control Systems, good
12. The Elected Chapters of Control Theory, excellent
13. Modeling of Control Systems, good
14. Methods of Optimization, excellent

Practical Training:

1. Informative Training, 4 weeks, passed
2. Special Training, 4 weeks, passed
3. Industrial, 4 weeks, passed

Final State Examinations:

State Examination on Specialty,

Preparation and defence of the diploma thesis:

thesis on the subject: «Development of optimum production program of the enterprise minimizing transport expenses on delivery of production», 17 weeks, excellent

This Diploma gives the right to carry out professional activities in accordance with the level of education and qualification.

RUSSIAN
FEDERATION



MOSCOW

State Higher Education

Institution

"PEOPLES'

FRIENDSHIP

UNIVERSITY

OF RUSSIA"

SUPPLEMENT TO THE DIPLOMA

(official version in English)

No. **ДИБ 0040 567**

305/ИБ

(registration No.)

June 25, 2008

(date of issue) year

By the decision
of the State
Attestation
Commission

of **June 13, 2008** year

he/she is awarded the
**DEGREE OF BACHELOR OF
SCIENCE IN ENGINEERING**

Rector

Dean

Secretary



SHASHI KUMAR

Mob.: +91 9136001340

Email: Shashi.kumar0208@gmail.com

Address: 794, E2, Vasant Kunj

New Delhi-110070, India

During the study programme tests, intermediate and final examinations in the following subjects were passed:

Subjects	Total number of hours	Final grade
01. Russian	352	Satisfactory
02. Physical Training	281	Passed
03. Informatics	216	Satisfactory
04. Linear Algebra and Analytical Geometry	140	Passed
05. History of Russia	108	Excellent
06. Chemistry	144	Satisfactory
07. Engineering and Computer Drawing	212	Passed
08. Russian and Culture of Language	102	Passed
09. Programming and Foundation of Algorithmic Language	170	Satisfactory
10. Philosophy	144	Satisfactory
11. Mathematical Analysis	420	Satisfactory
12. Differential Equations and Variation Calculus	144	Good
13. Physics	558	Satisfactory
14. Interactive Systems Technology	144	Passed
15. Theory of Probability and Mathematical Statistics	136	Passed
16. Theoretical Mechanics	170	Satisfactory
17. Economics	102	Satisfactory
18. Applied Program Systems	102	Passed
19. Computers Computational Systems	204	Good
20. Metrology, Standardization and Certification	136	Passed
21. General Electrical Engineering and Electronics	390	Good
22. Numerical Methods	170	Satisfactory
23. Economical Cybernetics	102	Satisfactory
24. Automatic Control Theory	204	Satisfactory
25. Technical Equipment and Software of Control Systems	350	Good
26. The Elected Chapters of Control Theory	154	Satisfactory
27. Basis of Functional Analysis	70	Passed
28. Jurisprudence	72	Passed
29. Control Systems Modeling	180	Good
30. Environment and Survival	84	Passed
31. Methods of Optimization	140	Excellent
32. Automation and Control Systems	144	Satisfactory
33. Mathematical Support of Automation Systems	112	Satisfactory
34. Management and Planning of Production	84	Good
35. Principles of Management and Marketing	112	Passed
OPTIONAL COURSES AND SEMINARS:		
01. Mathematical Foundation of Cybernetics	136	Satisfactory
02. Politology	72	Passed
03. Bases of Automated Designing	154	Passed
04. Database Management Systems	180	Good
05. Pedagogic and Psychology	68	Passed
06. Telecommunication Systems	136	Passed
07. Optimal Control of Multiobjective Multicriterion Systems	60	Passed
08. Foundation of Information Safety	108	Satisfactory
09. Robust and Adaptive Control	108	Satisfactory
Total		7461
including class sessions		(3590)
PREPARATORY FACULTY:		
01. Russian	1804	Excellent
02. History	100	Excellent
03. Mathematics	368	Excellent
04. Physics	276	Excellent
05. Physical Training	72	
06. Informatics	152	
Total		2878
including class sessions		(1363)

The end of the Supplement