

SATYASHEEL

91 9830585832 • SATYASHEEL@HOTMAIL.COM • LINKEDIN.COM/IN/SATYASHEEL/

Business and technology consulting leader having more than two decades of industry experience with a demonstrated ability to develop C-suite relationships and operate in both startup and mature market environments. A consistent experience in the sphere of managing multiple large scales and complex IT-enabled transformation programs from strategy through execution in business, and technology domains with significant shareholder impact.

Awarded and recognized for thought leadership, delivery of innovative solutions, understanding of technology and its meaningful application, ability to deliver under adverse conditions. Brings an expert's understanding of underlying business drivers, processes, technologies, and organizational relationships across clients in Travel/Transportation (Airlines/Airports), Smarter City, Public/Government/Defense, Distribution (Retail/Consumers) and Banking/Finance sectors across both emerging, and mature markets.

SPECIALITIES

- Digital Transformation/Strategy, Smart City (IOC/IOW/IVA/IOT/EMC/BMC/Utilities), Management Consulting, ADM/Application Services & Management, System Integration, Transition / Transformation programs, Industry 4.0.
- Complex large Programs/Projects, Account management, P&L, (Product & Service) Offering Management, Vendors/Partners Engagement & Enablement, Large PMO, Capacity Building & Technology Management.
- Presales (Solution Development), Driving New Evolving Technology Trends & Innovation Strategy, & Automation.
- Technology – Middleware/ESB/Enterprise Integration, SOA/BPM/Cloud/DevOps/IOT/Mobile/Analytics/Embedded
- Project Methodologies- AGILE transformation/implementation, Waterfall, AD/AMS, Package.

WORK EXPERIENCE

JUN 2019 – PRESENT

Assistant Vice President (Delivery & Technology), MANTRA SOFTECH PVT. LTD.

- Leading the conceptualization of overall delivery strategy, technology management and consulting for Smart City and Public / Government /Defense engagements viz. client engagements, capacity management, customer experience, partners & vendor's engagement, & continuous improvement programs (technology/processes).

DEC 2017 – JUN 2019

Director, AKSECELLENCE INFO SOLUTIONS

- Assisted to build the start-up organization with a special focus on digital transformation and consulting.
- Client Strategy Consulting – provided roadmaps and periodic recommendations to the client's overall goals by analyzing strengths and areas needing improvement.
- Executive responsibility in providing oversight and leadership in delivery management, Process & Methods.

APR 2016 – NOV 2017

Senior Manager, ERICSSON

- Collaborated closely with the customer by owning the overall responsibility of contracted services (RFPs/Proposal) & ensuring expected contractual services delivery.
- Driven Project Management competency to improvise the PM Process Development towards mitigating delivery risks, recommending the use/development of automation tools for improving the cost & resource optimization or reuse as an asset, and standardizing the processes & tools.

NOV 2003 – APR 2016

Delivery Project Executive (DPE), IBM

- Responsible for Base Account Growth including Client-CSAT, deliverables, account receivables, & new business. Aided in signing > USD 10 M in new business.
- Led Smart city/Airport/Airlines/Government & Public/Banking & Finance engagements for both global and Indian clients in Consulting, Presales, Delivery, & Processes/ Methods customization or development.
- Led new business development activities, RFPs & proposals. Engaged in prep strategic activities, proposal reviews, and start-up activities.
- Served as the business area & delivery review representative from the government & public sector to the various new and ongoing Complex Programs and Projects.
- Responsible for Revenue & Profitability of the engagement by identifying growth opportunities & cost optimization levers. Reduced delivery costs by over \$10M, using resource optimization & argumentation.
- Established & led program business rhythms to monitor program technical & financial status, includes internal customer and senior business unit reviews.
- Assessed new emerging technologies and make recommendations for improvement and efficiency, including driving innovation and automation initiatives for project management & tools practice across the organization.
- Participated in organization staffing includes recruitment, training, career development, performance assessment, workload planning, recognition, salary, & disciplinary actions.
- Mentored and trained other projects/program managers and pre-sales team.

INITIAL STINTS

- MAR 2001 – NOV 2003
- OCT 1999 – FEB 2001
- JAN 1998 – OCT 1999

Senior Software Engineer, **TECH MAHINDRA LTD**

Executive-I.T., **SHCIL**

Software Engineer, **QUANTUM COMPUTERS**

EDUCATION

- EPBM (BUSINESS MANAGEMENT), **IIM KOLKATA (CALCUTTA)**
- BE (Computer Engineering), **NAGPUR UNIVERSITY**

PROFESSIONAL AFFILIATIONS & CERTIFICATIONS

- Member of **INSTITUTION OF ENGINEERS (INDIA) LIMITED**.
- **IBM PROJECT MANAGEMENT** Certification.

AWARDS

- IBM Orion Award (Eminence & Excellence) for Business Commitment & Relentlessly reinvent – IBM and Client.
- Twice receipt of Managers' Choice Award from IBM India for Putting the Client First & Unite to get it Done Now.
- IBM Ovation and Bravo Awards for successfully managing the programs & IBM's internal initiatives.
- IBM Customer Dedication Award.
- IBM Special Performance Bonus Award for Top Individual Performance.
- IBM Basic Blue for New Leaders for Leadership & Leader Readiness award in IBM in recognition of leading a high performance.
- IBM Top Technical Talent award.