Email: [shbapat@outlook.com](mailto:shbapat@outlook.com) | Mobile: +91(0)8790800350 | LinkedIn: <https://www.linkedin.com/in/bapatsharad/>

Sharad Bapat

Purpose driven leader with proven record in developing, driving & delivering global transformation & digital initiatives. Over 17 years of experience in professional services and consultancy firms. Closely works with C-level executives & Partners on enterprise-wide transformation initiatives with multi-million-dollar budgets

**Key Professional Skills:** Large Scale Digital Transformation, Data Analytics and Insights, Change Management, Product Management, Project Management, Corporate Strategy, Operating Model Design.

**Key Technical Skills:** Full Stack Development, Data Engineering, AI/ML engineering, Web Development, Mobile Development, Customer Support, Customer Experience, Data Analytics, Data Visualization

**Employment History**

|  |  |  |  |
| --- | --- | --- | --- |
| Employer | Designation | Duration | Location |
| Deloitte | Associate Vice President | Feb 2022 – Till Date | Hyderabad, India |
| Deloitte | Executive Manager | May-2018 – Feb 2022 | **London, UK** |
| Deloitte | Manager | Jun 2014 – Apr 2018 | Hyderabad, India |
| Deloitte | Assistant Manager | Sept 2011 – May 2014 | Hyderabad, India |
| Tata Consultancy Services | IT Analyst | Mar 2010 – Aug 2011 | Pune, India, and **Minneapolis US** |
| Accenture Services | Software Engineer | Feb 2010 | Pune, India |
| Satyam Computer Services Ltd | Software Engineer | Jul 2005 – Jan 2010 | Hyderabad, Chennai, Pune, India |

**Key Projects**

* **Ecosystem Leader** – Deloitte - Feb 2022 – Till Date (Hyderabad, India)
  + **Leading the Global Tax & Legal Digital Transformation program in India**
  + Closely working with **Member Firm CEOs, Head of Tax, COOs, and CTOs for adoption of latest tax technology platform**
  + **Integration** of digital assets into our digital platform
  + **Decommissioning** legacy assets
  + **Analyzing large amount of client data,** building solutions and visualizations to support key decision making.
* **Delivery Centre Network Lead** - Deloitte - Feb 2021 – Feb 2022 (London, UK)
  + **Selected** to refresh the strategy for increased adoption of Delivery Centers for Tax & Legal
  + Led discussions with **country tax CEOs** and **country tax COOs** to set a target of achieving **$1 Billion efficiency savings** via DCs, standardization and intelligent automation over 4 years
  + Current state review of Delivery Centre network across Deloitte globally
  + **Building real-time analytics and visualization tool** for DC efficiencies matrix, data flowing in directly from SAP systems
  + Provide Global guidance to local Member Firms and assist in driving the results
  + Stakeholder management and engagement across diverse delivery and enabling teams like Talent, Risk, Finance etc.to meet strategic objectives
  + **Designing Operating Model** for new DCs
* **Product Leader** (**Risk &** **Regulatory Compliance)** – Deloitte – Dec 2019 – Feb 2021 (London, UK)
  + Liaise with our alliance partner to **create product value proposition** and build a **revenue generating market offering**
  + Build **go-to-market strategy** for the product and take product to market.
  + Led **product growth strategy** and generated over **£2,500,000 revenue** from the product
  + **Participated in various client RFPs** to showcase product as a market differentiator for providing tax technical and regulatory compliance updates.
  + **Presented Product in various internal and client conferences** like **AI in Tax conference** organized by Charted Institute of Taxation, Indirect Tax Clients Conference, Financial Services Clients Conference, International Tax Leaders Conference and Deloitte Legal Client Conference.
  + **Automated** and brought **operational efficiencies** to various manual process around content curation and aggregation **saving 100 man-hours per months**
  + Played an active role, working closely with Procurement, Legal, and QAR on various vendor and client proposals and contractual documents.
  + **Successfully negotiated** with content provider to saving a minimum of **£150,000 for premium content**.
* **Data Analytics Leader (Transformation)** – Deloitte - Feb 2020 - Dec 2020 (London, UK)
  + **Responsible for complex data analysis** for **over 30,000 of Global Clients** migrating from a legacy platform to the new digital tax platform for Deloitte
  + Led discussions with **Country Tax CEOs, CTOs, tax practitioners, Lead Client Tax Partners,** and clients to build a roadmap for migration
  + **Identify and resolve key technical and strategy blockers for implementation and rollout**
* **NSE Rollout Leader (myinsight)** – Deloitte - Dec 2020 - Mar 2021 (London, UK)
  + myInsight is the portal used by thousands of Deloitteteams tocollaborate with clients
  + Stakeholder Engagement - **Worked with Country Tax CEOs, and country tax CTOs to get buy in for myInsight rollout in NSE**
  + Engage with **Client CEOs and Heads of Tax** to share value proposition and need for change
  + Instrumental in working with various groups and decision makers **to authorize firm wide IT changes to all tax practitioners** to make myInsight their default second home page

* **Support Lead (GT&L Digital Strategy)** - Deloitte - May 2018 – Feb 2019 (London, UK)
  + **Build a targeting operating model for** supporting **over 100 GT&L digital assets** in line with industry wide practices.
* **GT&L Technology Support Manager** – Mar 2012 – Apr 2018 (Hyderabad, India)
  + Lead the deployment and **24/7 support** for DTi and a dozen other GT&L Tax applications
  + Worked with co-ordination and PMO teams to understand, provision and support DTi sites and myInsight for all their clients.
  + **Built the 25 people strong technology support team** from grounds up in USI
  + Created various tools to automate manual ticket creation process, report generations, site provisioning tools to save countless hours.
* **Lead Developer (Deloitte Tax Insight)** – Sep 2011 – Mar 2012 (Hyderabad, India)
  + Created **complex K2 BlackPearl workflows** for managing CIT processes
  + Created authentication and authorization flow to manage client users
  + Wrote a spider pattern to create reusable state machine workflows to handle complex tasks
* **SharePoint Architect** – Mar 2011 – Aug 2011 (Minneapolis, US)
  + Working for Tata Consultancy Services (TCS), I was **deployed at Client location** (Eaton Corp.) in Minneapolis US and was responsible for building both their public facing and intranet site.
* **SharePoint Technology Expert** – Jan 2011 – Mar 2011 (Pune, India)
  + As a SharePoint technology expert, I was responsible for participating in various RFPs for technology bids and helped TCS **secure multiple multi-million-dollar bids** (Eaton, Goodyear, Rolls-Royce etc.)
  + Responsible for providing guidance and oversight to team of architects
  + Recruiting technology experts in TCS and participating in multiple mass recruitment drives, blitz, and campus recruitment activities.
* **SharePoint Team Lead** – Mar 2010 – Jan 2011 (Pune, India)
  + I was **deployed at Client location** (John Deere Technology Centre India.) in Pune and was responsible for building finance workflows.
* **Software Engineer** – Satyam Computer Services Ltd. – Jul 2005 - Jan 2010
  + Worked as **Intranet Network engineer for Unilever UK helping manage their entire global intranet**

**Highest Educational Qualification**: Bachelor of Engineering (Mechanical Engineering) (2005)

**Professional Certifications**:

* Microsoft Certified Professional for building Web Applications using C#.Net
* Microsoft Certified Professional for SharePoint Application Development
* ITIL Foundation certification
* Deloitte Faculty Excellence (DFX) certified Facilitator

**Volunteering**

* Diversity, Equity & Inclusion Leader – GT&L – Deloitte - Feb 2021 – May 2022 (London, UK)
  + **Lead the DE&I initiatives for Tax & Legal globally**
  + Develop objectives, roadmap and plans for year-round DE&I activities
  + Collaborate with DE&I leads from other business areas like Consulting, Audit etc.
* **Assessor on a £3M Nesta Rapid recovery challenge** to support startups build solutions for pandemic hit UK sectors
* Mentor for the Resolution Project (<https://resolutionproject.org/>) for nurturing, mentoring, and creating socially responsible young leaders – working directly with 3 mentees, 2 in India and 1 in Senegal Africa
* Involved in raising awareness for HIV and lead various initiatives while in Satyam, TCS and Deloitte
* D’Theatre Lead – Created and lead an offbeat drama club in Deloitte
* Photography Lead for Impact Day Initiative for Vidya Vahini Project