Srinivas VO
Sr. Test Manager

A Test Manager, with a track record of 15+Yrs (4yrs UK onsite) delivering major test solutions for global projects ($40m) on behalf of leading blue chip organisations. Delivering IT solutions, ranging from simple to complex and challenging projects and programs, establishing an enviable record of on-time, high quality & added value delivery.
● Testing capabilities to existing customers and prospective customers during client visits / at customer location.
● Own and Support RFI/RFPs, proposal walkthroughs and presentations and Transition knowledge from pre-sales to delivery, in case of project win
● Analyze proposal requirements in direct relation with clients, and provide innovative solutions, as part of proposals
● Develop proof of concepts to prospects during pre-sales phase, Provide test consulting services, on demand & Collate repository from delivery team, along with case studies for use in proposals, presentations and consulting
● Pipeline building through new opportunities, cross-selling, up-selling and Establish communication with Geo Sales and other streams of business
● Maintain Order Book, Win /Loss analysis, pre-sales metrics
● Handle any technical question or issue which arises during a sales cycle and setting appropriate customer expectations.
● Independently executes strategic leadership to others in identifying opportunities and Expert in driving pilots/proof of concepts.
● Talented in handling extremely risk and competitive situations and responsible for product and services, revenue goals at team and regional level.
● Proposed and implemented TCoE setup for 2 major clients, which helped in improving the productivity by reducing the staffing and operational cost by 25%.
● Involved in setup for Custom Application Testing Services (Oracle R12, Siebel, Fusion etc.,) in Oracle SSI & Testing Centre of Excellence (TCoE)
● Ability to excite customers, generate awareness of new possibilities that can yield additional revenue.
● Planning, scheduling and tracking of the project modules and conducted trainings across teams and Experience in proposals for the projects, resource planning and estimations.
● Extensive experience on bid management, PMO process, risk management and prepared project management office documents.
● Expertise in building automation frameworks for Front to back testing of Retail / Healthcare/ Telecom/ BFSI/Supply Chain Trading applications
● Expertise in design, development and implementation of frameworks using UNIX, Java, .Net, VB, SQL, XML, SWIFT, MQ and FMW.
● Experience in E2E testing of variety of Oracle Applications:
● Oracle Retail: Oracle RMS, RPM, REIM, SIM etc.
● Oracle Ebusiness Suite R12: AP, AR, GL, OM, PA, CM, TM
● Oracle IDM: OAM, OIM, OVD, OID, SSO
● Oracle Siebel: Public Sector, Call Center Apps, Ebilling Apps
● Oracle Fusion Applications: Fusion HCM, R12, OBIEE
● Oracle Transportation Management: Order Management, Shipments, Transport Request management, Routing and Consolidation

● Oracle FlexCube & Oracle Health Sciences: Oracle® Clinical
● Oracle Communications: Billing and Revenue Management (BRS), Order Management and Order Fulfillment (OMOF)
● Experience in managing large diversified team across geographies
● Experience includes customization of methodologies for the business needs and deploying them
into programs/projects
● Experience in proposing out of box solutions for automation and convincing clients on alternate solutions and investments in automation using
● Oracle Tools (OATS, Oracle Load Tester, Oracle Test Manager)
● HP Tools (QTP, Load Runner, Test Director, Performance Centre)
● Rational Suite (Reqpro, RA, Rational Robot, RFT, RPT, RCC, RCQ)
● Open Source / Other Tools: Selenium Webdriver 2.0, Testng, JMeter, Appium, Junit, Cucumber, JIRA, Maven, SOAPUI, Jbehave, BDD etc.,
● A strategic thinker, problem solver, project implementer and change leader, who has consistently
provided organizations with added value as they move towards achieving their objectives.
● Helped many large and small organizations to establish sound project & management practices integrated into the corporate framework to deliver projects, programs and managed portfolios.
● Ability to identify business value in customer needs and translate to innovative solutions communicating the requirements & mission, in context, to both management & IT & Quality development, using sound, proven and valued management practices through integrated best processes from clients and IT Governance Frameworks (RUP, CMMI and ISO)

Solution Sectors
Service successes in: Logistics & SCM, Investment Banking, Public Sector, Financial, Banking, Retail,
Health Sciences, Telecom, Real Estate, Hospitality, Outsourcing, Project Management, Knowledge
Management & Performance Management.

Clientele
DHL (UK), Mobily (Saudi Arabia), UBS (London, UK), Rolls Royce (Derby, UK), TNT (Hinckley, UK),
RCUK (Research Councils, Swindon, UK), ADAT (Middle East), OHI (Netherlands), Citibank (USA),
Transurban (Australia), BCBS (Blue Cross Blue Shield, USA) etc.

Willing to relocate: Anywhere

WORK EXPERIENCE

QA Manager

Tracelink - Mumbai, Maharashtra -

April 2017 to October 2017

➔ Define, evangelize, and implement global, unified agile delivery processes; select
common tools; specify core quality-measurement KPIs,expand automated-testing in
Continuous Integration environment
➔ Project Manager and Scrum Master of company's highest priority Tracelink Products &
Tracelink L3 Support Projects recognized by executive management as the model for

project organization and execution.
➔ Manage and administer relations, budgets, and contracts with outsourcing vendor
➔ Define the test strategy and approach for one or many products, provide quality
assurance leadership, and be ultimately responsible for ensuring product quality
➔ Perform hands-on job that requires strategic thinking and planning to provide leadership
and expertise throughout the entire QA life cycle, ensuring the success of the team's
manual and automation efforts
➔ Lead efforts to develop, document, and implement applicable QA processes and
procedures to provide more effective quality methods within the group in support of
providing quality products
➔ Create, implement, maintain, and enhance test plans, test scripts, and test
methodologies to ensure comprehensive test coverage
➔ Develop world class automation for regression and feature testing
➔ Work closely with all stakeholders to ensure project alignment
➔ Provide quarterly presentations to executive staff on QA accomplishments and future vision
and goals
Environment: Amazon Cloud Services (Habari, Elasticache, Cloud Search, Dynamo, RDS, Redis,
Amazon RedShift), Java, Scala, Selenium Webdriver, Jmeter etc.,

Sr. Test Manager

confidential - Bengaluru, Karnataka -

July 2013 to March 2017

Test Manager, Client

Oracle SSI - London -

January 2011 to November 2012

London
Description: Oracle will provide services to Manage process workshops with UBS to map the
Oracle
Fusion Human Capital Management (HCM) applications processes to UBS's global processes.
Implement
Oracle Fusion HCM applications within an Oracle. Software as a Service (SaaS) environment.
Support
UBS with the mapping of the Oracle Fusion Applications data structures to UBS's current
PeopleSoft 8.8
system and then design, develop and unit test data load routines. This will include the definition
of the reconciliation process. Configure and system test the application modules to support the
Level 3 standard
business processes and the UBS functional requirements identified.
Responsibilities:
Developed High Level Test Strategy for UBS - Group HR Applications (Viz., Workforce

Management,
Recruitment and Talent Management, Compensation management, Payrolls, Learning and
Development,
HR Service Management)
Involved in Setting up Test Environments Viz., (System Testing, SIT, Conversion Testing, Security

Testing, Cutover Testing, Performance Testing, UAT)
Developed Master Test Plans for Oracle Fusion HCM Applications (Viz., Compensation
Management,
WorkForce Management, Recruitment and Talent Management) & Non Fusion Oracle Applications
(viz.,
Service Management)
Developed High Level Test Requirements for Workforce Deployment, Workforce development,
System
Test Cases for Workforce Management, Fusion Personalization
Review Test Scripts for Fusion HCM Applications & Non Fusion Applications
Track and prepare the report of testing activities like test testing results, test case coverage,
required
resources, defects discovered and their status, performance baselines etc.
Developed Test Automation Strategy & Automation Framework for Fusion HCM SAAS
Applications.
Involved in Setting up Test Automation Infrastructure Environment for Automation Test Assists:
a. Test project Setup, Roles and Test planning using Oracle Test Manager

b. Functional Test Script Development using Oracle Open Script

c. Performance Test Script Development Using Oracle Load Tester
Ensure the timely delivery of different testing milestones.
Conducted LESS (Load Testing, Endurance Testing, Stress Testing, Spike Testing) Testing Activities
for
Fusion HCM SAAS Applications.

Title: WMI, Period: Oct '2010 - Dec '2011
Project Description: The world's largest retailer implements Oracle Retail applications including
Oracle
Retail Merchandise System, Oracle Retail Allocation and other elements of the Oracle Retail Suite
as part of its merchandising transformation initiatives.
Responsibilities:
● Direct Client dealings. Getting information from client on requirement for areas where in our
expertise in testing can be used and giving proposal.
● Developed Domain Level Test Strategy
● Manage entire testing activities from Functional test preparation/execution, Integration test
preparation/execution, System test preparation/execution
● Prepared scheduled plan for the client and updating the same in Microsoft Project Plan effective
tracking of progress of project.
● Tracking of testing progress in all areas and pointing out gaps to be filled to Client and own
resources.
● Review daily and weekly Testers' status reports and take necessary actions and assessing the
progress and effectiveness of the test effort
● Provide estimation for manual and automation testing areas.
● Tested Oracle Retail Applications (RMS, RPM, Allocation etc.,)
● Track Schedule and Effort deviation tracking in internal tracking tool.
● Co-ordination of work between resources from India, USA
● Expertise in QTP and coming out with an automation framework proposal for the client showing
casing advantages of an automated approach

Test / Project Management

Oracle SSI - Bangalore, Karnataka -

May 2008 to November 2012

Managed 2 Project and Several minor releases with 50+ members Team of Test leads, Sr. test
engineer, Test
Engineers.

Title: UBS - Fusion HCM SAAS Implementation

EDUCATION

MSC in Computer science

Nagarjuna University

BSC in Computer science

Kakatiya University

SKILLS

Testing (10+ years), Program Management (10+ years), Automation Testing (10+ years),
Selenium Webdriver (4 years), Project Management (10+ years), Java (10+ years), AWS (10+
years), Cloud Computing (4 years)

ADDITIONAL INFORMATION

Expertise
Involved and excelling in enterprise-wide initiatives, complex and time-critical business projects
providing
distinctive leadership at the following levels:
● Account Management: Understanding inter-related services of the organization; representing
organization within an account; selling entire portfolio of enterprise services; strategy to action
by
suggesting right processes, skills, culture (people), technology and content; effectively
maintaining relationships with customers. Understanding key challenges of the customer;
financial
performance of the client; competitors within the account; technology budget or spend; client
spend on consulting. Key functions: business consulting; aligning IT to business; application
portfolio review; business analysis/requirements; KPIs/scorecards; involved in writing;
implementing and tracking account plans; estimating budgets; business cases; RFPs; proposals
and
business presentations.
● Test Manager: Onsite / Offshore Operations: Involved in all key initiatives of the enterprise
with all vendors, pre sales activities, customer engagement, writing proposals, and Test
consulting.

Established and managed practice improvement forum onsite with 50+ associates providing
inputs
to testing practice and provided lots of trainings.
● Portfolio/Programme/Project Management level: Delivering programs and projects in managed
portfolios from Initiation Business Case & Charter, through Requirements, Planning, Budgeting,
Execution & Release Management, to closeout review while providing auditable progress &
deliverable completion visible to the project team, Management and stakeholders. IT projects
covering custom solutions, shrink-wrap product development, & commercial off-the-shelf
development & integration.
● Management and Governance establishing governance criteria and enforcing these through
effective performance management & strategic planning; developing new opportunities;
preparing
business cases, POC, POS and application review mechanisms; ensuring measurably high
customer
satisfaction; setting BU objectives, educating, mentoring & guiding Sales & Marketing resources.
Developing collaborative relationships with customers, vendors, and product support leaders.
Providing integrated approach to CMMI, Earned Value, ROI, Training Plans, Satisfaction &
Expectation Management, and Reporting.
● Project Office, Project Procurement & Financial Management, developing, establishing &
maintaining PMO services, Organizational Governance tools & Systems, Traceability Matrix,
project & master Schedules, project Plans, Resource Profiles, organizational Capacity
Management, Cost, Risk & Issue, Integration sequence, Communication Plans, Mentoring,
Training, Templates, & Performance, for all PMBOK and CMMI disciplines.
● Architecture, developing frameworks helpful for enterprises on strategic reuse, testing
strategy,
automation strategy, plans supporting Business Continuity essential to maintaining and
communicating & solutions for business, development & stakeholder leaders & members.
● Leadership, strong skills in Leadership, Motivation, Negotiation, Team building, Mentoring,
Training, Facilitation, Dispute Resolution, Collaboration, Communication & Organization
Development.
● Process Engineering, Quality Assurance, Quality Control & Configuration Management,
Involved in SDLC definition and customization and method adaptation, process optimization,
Enterprise-Wide Road Map for Standards Establishment, Components for Enterprise-Wide
Standards, Standards Enforcement, Quality Assurance Continuum, Quality Control Continuum,
developing various test frameworks, methodologies and processes, Standard CMMI Appraisal
method for Process Improvement (SCAMPI), establishing Quality Objectives, Goals, Metrics,
Forecasts, Enterprise level Test strategies, & tools, applying to IT Governance Frameworks.

Personal Strengths:
● Provides direction and leadership with strong interpersonal and team building skills

- Successfully works with people within and across organizational boundaries to build agreements,
guidelines, and standards in order to resolve issues and create consistent practices.
- Strong practitioner of clearly written purposeful communication and direction
- Developing solutions to deliver quality products to clients through people and processes