Sudhir Acharya, PMP

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Solutions Consultant – Product Manager

A technically adept leader with 15+ years of experience in consistently delivering complex-projects within demanding time, cost-constraints, managed, and **mitigated risks and issues** while maintaining progress in line with plans. Over the years, he has managed and successfully delivered several enterprise-wide projects, software consultancy, and support SaaS in the UK, India, and **Middle East** regions. Also, he has trained and led cross-functional teams to deliver end to end projects, collaborated with development partners and business leaders to drive large-scale deployments, and had the opportunity to build strong relationships with clients and industry professionals. Highly adaptable to manage and **implement Data Science**/**ERP** projects.

Proven expertise in:

- Agile Project Management
- Product Management
- Team Building

- Stakeholder Management
- Pre-sales/ Presentation
- Process Improvement

- SaaS & Cloud Computing
- Data-Research & Analysis
- Business Intelligence

EDUCATION

Master of Science in Business Information Systems (2007), University of East London, UK

Bachelor of Science in Computer Science (2005), Sharjah College/Central Pacific University, USA

PROFESSIONAL EXPERIENCE

Dimension Tech, – Dubai (Contract Basis)
Project Manager/ Ms PowerApps Consultant, 09/2022 to till date
Clients: Contango / Emirates Steel Arkan

Responsibilities:

- Design and implement data quality control processes and define data strategy for the organization.
- Identify business opportunities and challenges that can be addressed using data science
- Oversee the collection, organization, and analysis of data to drive business decisions
- Collaborate with cross-functional teams to gather requirements, understand business problems, and determine appropriate data sources.
- Develop, Lead and implement solutions using Microsoft Power Apps/ Power BI platform
- Communicate findings and insights to stakeholders and senior leadership, making data-driven recommendations
- Stay up-to-date with emerging technologies and trends in data science and analytics and advise C-suite executives on the possible business opportunities

StegoSOC, Inc– Abu Dhabi/Bangalore, India

Associate Product Manager, 1/2019 to 11/2019

Researched current cloud security practices and developed product strategies, implemented data science frameworks, managed product lifecycles, and assisted in end-end data science projects.

Key Contributions:

- Co-Developed data-driven insights & solutions to extract insights from large data sources.
- Worked cross-functionally with stakeholders to provide data-driven answers and assisted in developing analysis techniques/ KPI's.

Responsibilities:

- Develop, maintain, and report on key **cloud security metrics** – both on the program and on an individual basis, creating metric templates and scoring models.
- Researched and assisted in building strategy around cloud-based DevOps development and deployment.
- Lead validation and implementation of technical requirements with customers ensuring smooth deployment of the solution, and worked with the R&D team.
- Assisted in **data collection, analysis, pre-process, feature engineering, data modeling, deployment and storytelling** of project results.
- Developed frameworks to address data, analytics and strategized development needs.

Collaboration, Management and Controlled Solutions (CMCS), FZCO – Dubai, UAE

Project Manager, 1/2014 to 7/2018

Instrumental in delivering transformational technology projects focused on improving operational efficiency and productivity.

Key Contributions:

- Directed complex technology implementation projects ranging from AED100K to AED 500K.
- Identified opportunities, researched new product possibilities, collaborated with consultant/technical/sales teams, and won projects that generated above AED 1M in sales.

Responsibilities:

- **Managed regional and local projects** throughout the project lifecycle from the initiation through post-implementation, including scoping, planning, executing, and reporting of projects.
- Measured and **monitored progress** to ensure that the project is delivered on time, within budget, and to the agreed quality.
- Managed project communications to the sponsor and stakeholders, providing proper project plans, change management, and regular status reports.
- Established project plan baseline helped in defining project scope, securing the necessary resources, and **planning and monitoring** activities using Oracle Primavera P6.
- Developed, and maintained project documentation, including project plans, resource mapping, risk management, change management, status reports.

Key Clients:

- Eagle Hills, ENEC, DAMAC, Kuwait Joint Operations, NSHAMA, Borouge, TAKREER, and NBTC.

Senior Professional Services Consultant, 12/2010 to 12/2013

Created innovative technology solutions to scale and streamline Information management systems and improve data management.

Key Contributions:
- **Managed & led implementations** in the MENA region, resulting in an AED 1.2M annually increase in the company's revenues.
- **Expanded client base** by 48% in three years by consistently delivering goal-surpassing project implementation/delivery and ensuring complete client satisfaction.

Responsibilities:
- Drove complex deployments of Oracle ERP and PMWeb SaaS platforms while working side by side with the customers to solve their unique problems across a variety of business/IT use cases.
- Collaborated with business unit stakeholders and **Process Automation** technology team in the preparation of detailed requirements in the form of **agile methodology user stories** and facilitated the implementation of various solutions.
- Streamlined process for delivering technical RFP/RFI content and prepared technical/functional part of the response to RFPs and RFIs for software solutions.
- Assisted in all phases of the **pre-sales presentation** and process for selling various software solutions like **Oracle P6 PPM/EPPM**/PCM, Unifier, PMWeb, and Deltek Acumen suite.
- Worked closely with multiple Account Executives & partners to support the **bid qualification process** for winning projects in Government, Oil/Gas, Telecommunications, Construction, and IT sectors.
- Leveraged previous experiences, share best practices with clients, and creating innovative approaches to push user adoption and **maximize the value of Service**.

Key Clients:
- United Utilities (UK), GASCO, Majid Al-Futtaim, Petroleum Development Oman (PDO), Bank Of Kenya, Advanced Integration Systems (AIS), Brookfield Multiplex, and Emirates Technical Associates (ETA).

Collaboration, Management and Controlled Solutions (CMCS), FZCO – Abu Dhabi, UAE

Software Implementation Consultant, 12/2007 to 11/2010

*Designed **scalable ERP solutions**, built process workflows in UML, aligned functional specifications, and managed agile projects consistently on-time and on-budget.*

Key Contributions:
- Effectively **translated business needs into strategic project goals** and led successful Oracle software implementations, which accommodated above 50% of the company's growth annually.
- **Delivered training** in Oracle P6 PPM, EPPM, PCM, Deltek Acumen suite, and Tilos to 150+ candidates for various industry sectors helping towards a 35% increase in company profits.

Responsibilities:
- Conducted system analysis, managed migrations, led user acceptance testing, and developed strategies to fill requirements. Collaborated with Database Administrators to **build SQL queries, extract data**, and assisted in the **SAP/PCM migrations**.
- Coordinated with the engineering department to deliver functional solutions and Prioritized the implementation of new features and set specific timelines.
- Translate application developer technical questions for business unit stakeholders and return answers in the form of additional, new, or revised **user stories/requirements**.
- Planned and managed user acceptance testing of the software system and developed **training material** and facilitate end-user training sessions.
- Followed up on functional/ technical problems and processes independently related to solutions engineering in pre-sale or implementations.

Key Clients:
- Abu Dhabi Transmission & Dispatch Company (TRANSCO), Al Ain Distribution Company (AADC), Abu Dhabi Municipality (ADM) and Al Mabar (Jordan)

Gravity Alpha Solutions, **LLC – Dubai, UAE**

Information System Consultant/ Project Lead, 4/2004 to 10/2005

Evaluated business systems and **led Agile sprints** *for the internal development/ design teams for in-house software and web development projects.*

Responsibilities:
- Conduct and lead portions of the implementation delivery both internally and with the customer directly
- Clearly communicate client use cases and requirements to other teams within Gravity Alpha such as support, QA, product management and engineering.
- Prioritized the product backlog for the upcoming releases. Generate data points / research stats to justify the product features & release backlogs.
- Identified barriers that potentially impact product availability and work efficiently to resolve issues and ensure products remain competitive and effective.
- Building the product roadmap, identifying the epics, building user stories, and acceptance criteria.
- Writing clear & concise user stories with all sufficient details including acceptance criteria in JIRA.

CERTIFICATIONS

PMP®, PRINCE2® Practitioner, PRINCE2 Agile®, COBIT 5, ITIL® V3, DevOps/ AI/ML Foundations, Certified Scrum Master®, Oracle Primavera P6 EPPM 8 Certified Implementation Specialist, Oracle Primavera P6 EPPM 8 Certified Sales & Pre-Sales Specialist.

TOOL KNOWLEDGE

- Oracle P6 Cloud/EPPM/PCM/UNIFIER
- Microsoft Power Bi/Power Apps/Flow
- DELTEK Acumen Suite 6/PMWeb
- Tableau/UIPath
- JIRA software
- SQL/ Python/Github

PERSONAL DETAILS

- Nationality: Indian
- Gender: Male
- Languages: English, and Hindi
- Passport #: Z5887242
- Valid UAE driving License

I am an avid learner of new cloud and ML technologies, solution strategist and practitioner of agile process, who thrives in fast-paced team environment.