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| **SANDEEP MOURYA** |
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| **SUMMARY** |
| * IIT Delhi graduate with total 11 years of experience in e-Governance Consulting, Project Management, Pre-Sales & Business / System Analysis, Bid Management, Procurement & Vendor Management, Program Management, Delivery Management and Operations Management in IT / ITeS & e-Governance industry. |
| * 2 years of entrepreneurial experience in establishing clean material company. |
| * Delivered multiple IT projects which followed Agile & Waterfall methodologies. Also, managed capacity building and change management activities for multiple projects. |
| * Handled various documentation processes i.e. Project Proposals, BRD, FRD, SRS, FRS, PPR, DPR, RFP / Tender. |
| * 4 Years of programming experience in .NET (C#), SQL Server, Java (Core Java), MySQL, XML and Webservices. |

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| **WORK EXPERIENCE SUMMARY** | |
| * Delivery & Project Manager with Agile Labs (P) Ltd., Bangalore | Apr 2015 – Till Date |
| * Consultant (Program Management) with NISG, New Delhi | Sept 2011 – Apr 2015 |
| * Chief Operating Officer with Yoctel Solutions Pvt. Ltd., New Delhi | Jan 2010 – Aug 2011 |
| * Co-founder & COO with EnNatura Technology Ventures Pvt. Ltd., New Delhi | Jul 2007 – Oct 2009 |
| * Senior Software Developer with RateGain IT Solutions Pvt. Ltd, Noida, UP | Dec 2005 – Jun 2007 |
| * Software Developer with Immediance India Pvt. Ltd., Gurgaon, Haryana | Feb 2004 – Dec 2005 |

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| **EDUCATION & TRAINING** | |
| * B.Tech. from Indian Institute of Technology (IIT) Delhi | 2003 |
| * Outbound Management Training at Pegasus, Bangalore, Karnataka | 2011 |
| * PMP Exam Preparatory Course of 35 PDUs by Aptech | 2014 |

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| **KEY SKILLS** |
| Good Interpersonal and negotiations skills with analytical and problem solving / conflict resolution abilities; good communication, leadership and team management skills. |

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| **WORK EXPERIENCE DETAILS** | | | | | |
| **AGILE LABS (P) LTD.** (Bangalore based IT product and services based company) | **JAIPUR, INDIA** | | | | |
| **Delivery & Project Manager** | **April 2015 – Till Date** | | | | |
| Responsibility includes project management, delivery management, business analysis, pre-sales, client management and team management. | | | | | |
| * Heading 6 e-governance projects as Delivery Manager (total outlay of ₹ 58 Million). Define project sprints; manage scope, resource and schedule of the projects, resulted in successful delivery of 3 the projects. | | | | | |
| * Leading 2 application development projects as project manager/scrum master following Agile methodology. Also managed change management activities by providing trainings / awareness workshops etc. | | | | | |
| * Mitigating possible risks and solving escalations with urgency, ensuring that quality services are delivered with regard to the agreed SLA. | | | | | |
| * Leading pre-sales activities which resulted in successful acquisition of new e-governance projects. Also, working as business analyst and leading various documentation processes for the projects. | | | | | |
| * Proactively meet client, inform about the project progress; ensure client satisfaction; resulted in significant reduction in escalations. | | | | | |
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| **NATIONAL INSTITUTE FOR SMART GOVERNMENT (NISG)** (Delhi based management consulting firm) | | | | | **JAIPUR, INDIA** |
| **Program Management Consultant** | | **2011 – 2015** | | | |
| Responsibility included e-governance consulting, business process re-engineering, business analysis, bid management, procurement & vendor management, project management, program management and stakeholder management. | | | | | |
| * Multiple projects / program management of Government of Rajasthan of diverse nature like Infrastructure Project (SWAN), Application Software Projects, Data & Visual Analytics Project (total outlay of 150 Cr). | | | | | |
| * Project manager in “Software Development Cell”, led in-house development team of 10-15 members and successfully delivered 3 projects. Development was done on .NET technology, SQL Server, Oracle, SSRS, Webservices, JSON and XML. | | | | | |
| * Member of SWAN Project Management Unit (PMU)/Project Management Office (PMO); managed & monitored the implementation activities of the project through efficient stakeholder management. | | | | | |
| * Managed capacity building and change management activities for 5 projects. | | | | | |
| * Member of “Procurement cell”, contributed in RFP / tender / bid management for the procurement of services, hardware and manpower in 10-15 projects. | | | | | |
| * Coordinated and worked closely with Senior Bureaucrats / Senior Officers, Vendors and other stake holders; managed communication among them successfully. Worked as Business Analyst in more than 8 projects; prepared As-Is, To-Be reports, BPR and finalized project scope. | | | | | |
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| **YOCTEL SOLUTIONS (P) LTD.** (Delhi based software company) | **NEW DELHI, INDIA** | | | | |
| **Chief Operating Officer** | **2010 – 2011** | | | | |
| Responsibility included program management, business operations management, key accounts management, pre-sales & sales, strategy planning and implementation | | | | | |
| * Led day-to-day company operations along with overall program management efforts of the company. | | | | | |
| * Developed strategies, streamlined business processes and organizational structure which resulted cost reduction and timely delivery of the projects. | | | | | |
| * Managed direct and channel sales, built channel partners and outlined the plan for leveraging them to increase sale/revenues. Increased revenue growth by 200% within six months. | | | | | |
| * Managed key accounts (15-20) and addressed their concern areas by providing proactive support which increased the client satisfaction/retention. | | | | | |
| * Led pre-sales activities, worked closely with the client as business analyst, assessed their requirements, and successfully acquired more than 10 clients. | | | | | |
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| **ENNATURA TECHNOLOGY VENTURES (P) LTD.** (Delhi based clean materials start-up company) | | | **NEW DELHI, INDIA** | | |
| **Co-founder & Chief Operating Officer** | | | **2007 – 2009** | | |
| Responsibility included day-to-day company operations management, pre-sales, customer management. | | | | | |
| * Built and managed complete day to day manufacturing operations of the company. | | | | | |
| * Led 3 person product development team which successfully developed eco-friendly product. | | | | | |
| * Successfully scaled-up the production facility from bench scale (50gm) to pilot scale (15kg). | | | | | |
| * Co-authored a business plan which successfully raised Rs. 9 Lakh for prototype development and Rs. 45 Lakh for scale-up as well as improve market access, through “Technopreneur Promotion Programme” (TePP). | | | | | |
| * Company attracted global & Indian media attention and featured by BBC News, MIT's Technology Review, TechCrunch, The Economic Times, The Economist, India Today etc. | | | | | |
| * Worked closely with clients, interviewed them to understand their pain points and expectations, communicated client inputs/feedback to the R&D team, conducted pilot run (poc) with multiple cutomers. | | | | | |
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| **RATEGAIN IT SOLUTIONS (P) LTD.** (Noida based software company) | | | | **NOIDA, INDIA** | |
| **Senior Software Developer** | | | | **2005 – 2007** | |
| Responsibility included software development, team management, client management, communication management. | | | | | |
| * Managed entire life cycle (SDLC) of four software projects, led one of the development teams of size 7-8 members, successfully developed and delivered software application within projects within expected scope, time and cost. | | | | | |
| * Worked closely with USA & Spain based client, managed communication between client, top management & development team, gathered requirements and addressed concern areas resulted in no major escalations. | | | | | |
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| **IMMEDIANCE INDIA PVT. LTD.** (Gurgaon based software company) | | | **GURGAON, INDIA** | | |
| **Software Developer** | | | **2004 – 2005** | | |
| Responsibility included software development and operations management. | | | | | |
| * Involved in development of IRDiary.com, a web and window based financial updates aggregator of fortune 500 companies. Application helped large multi-site organization to keep track on financial updates of top companies. | | | | | |
| * Assisted india operations head in day to day operations/people management and related activities. | | | | | |

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| **PUBLICATIONS** |
| * Co-authored 3 research paper accepted in AIChE spring and annual national meetings held in USA in year 2005, 08 & 09. |

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| **AWARDS & ACHIVEMENTS** | |
| * Significant Contribution to the Board for Student’s Publications (BSP), IIT Delhi | 2003 | |
| * 1st Position in Skit Competition, Rendezvous, Cultural Festival of IIT Delhi | 2002 | |
| * Outstanding Contribution to the Chemical Engineering Society (ChES), IIT Delhi | 2001 | |
| * Outstanding Contribution to the Chemical Engineering Society (ChES), IIT Delhi | 2000 | |
| * President - Chemical Engineering Society (ChES), IIT Delhi | 2002 | |
| * Karaforum Secretary - Karakoram Hostel, IIT Delhi | 2000 | |

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| **KEY PROJECTS** | | |
| **Integrated Rajasthan e-Office Project** | | **Apr 2015 – Dec 2015** |
| * A generalized transfer and posting application has been developed to cater the needs of transfer and posting related activities of all Rajasthan government employees. | | |
| * A workflow based online enquiry system has been developed for effective management and monitoring of enquiries which being conducted on government of Rajasthan employees. | | |
| * Worked as project manager/scrum master for both the projects and managed complete SDLC following Agile Methodology. Captured comprehensive details of the current business functions & processes for both the projects and drafted the requirements in each of the captured business functions & processes. | | |
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| **Chief Minister’s Information System (CMIS)** | **Apr 2015 – Dec 2015** | |
| * An Integrated web based portal has been developed for effectively managing and monitoring overall progress of all major projects along with progress made on Hon’ble CM’s announcements, directions. | | |
| * Worked closely with the customer as delivery manager, gathered requirements, understood concerns and managed escalations. Worked closely with the team members helped then in defining project sprints; manage scope, resource and schedule of the project. | | |
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| **Visual & Sentiment Analytics Project for Chief Minister’s Officer** | | **Oct 2014 – Apr 2015** |
| * Worked with implementing agency for defining and then further refining the taxonomy for the analytics. Managed communication and coordination among stakeholders. | | |
| * Visual analytics has been done on key department’s (electricity, water, education, medical and health, PWD, revenue, agriculture etc.) grievance data available with them and presented to Hon’ble CM of Rajasthan | | |
| * Sentiment analytics also done on various social media (facebook, tweeter etc.) and print media (hindi & english new papers etc.) data/user comments etc. | | |
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| **Rajasthan Skills & Livelihood Development Corporation (RSLDC)** | | **May 2015 – Dec 2015** |
| * Development and implementation of MIS application cum Integrated Scheme Management System for RSLDC to manage students, various courses, training providers, various schemes and related financials. | | |
| * Worked closely with the customer as delivery manager, gathered requirements, understood concerns and managed escalations. Worked closely with the team members helped then in defining project sprints; manage scope, resource and schedule of the project. Then timely delivery of the sprints/project. | | |
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| **Rajasthan Sampark (A grievance registration and redressal portal)** | | **Feb 2014 – Apr 2015** |
| * Let design and development of two key modules of the application to cater the requirements of Chief Minister’s Office * Worked as project manager and successfully delivered application upto the expectations of the stakeholders. Also, successfully managed change management efforts required for the successful launch of the application. | | |
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| **Reality Check (A social Audit Application Software for Government of Rajasthan)** | | **Aug 2014 – Apr 2015** |
| * Objective of this application is to provide a platform to senior most officers of all the departments to conduct a social audit of all the projects/works which is being carried out by the department without any dependency on the assisting staff. | | |
| * Worked as a project manager and led complete designing of the application. Application was integrated with call centre, USSD services, e-mail server to directly interact with the state residents and get their feedback/inputs. Application was delivered upto the expectations of the senior bureaucrats. | | |
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| **IT Enablement of State Special Branch (SSB), Rajasthan Police** | | **Dec 2012 – Jun 2014** |
| * An integrated web based software application has been developed for SSB to improve the overall operational efficiency and effectiveness and to pass on the benefits of IT to the stakeholders. | | |
| * Led complete life cycle of the project starting from DPR preparation, Bid Management, Implementation of the projects to the closure and go-live of the project. | | |
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| **Rajasthan State Wide Area Network (SWAN) Project** | **Sept 2011 – Aug 2012** | |
| * Supported States Government in SWAN implementation & resolving implementation related issues. Managed & monitored the implementation activities of the project as a member of Project Management Unit and through efficient stakeholder management. | | |
| * Drafted RFP for third party audit of the project. Also, verification of reports submitted by Vendors. | | |