**Nitin Kumar**

**MBA from IIM-Calcutta**

**PMP, ITIL V3**

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| **PROFILE SUMMARY** |

11.5 years of IT/Telecom experience in Business Development, Pre-sales, Global Clients Engagement and Project Management. Have rich experience in working with global clients across USA, Latin America and Mediterranean countries. Currently pursuing MBA (1 Year Full-Time) in General Management from IIM-Calcutta, finishing in 2nd week of Mar’16.

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| **PROFESSIONAL EXPERIENCE** |

**Ericsson Global India Limited Gurgaon**

***Senior Engagement Manager***  Feb 2012 – Apr 2015

* Responsible for business development in Latin America and Mediterranean Region for BSS Products & Services. Successfully achieved target of growing business by 10% annually.
* Development of new strategic business opportunities and expansion of existing business opportunities.
* Managing pre-sales activities: PoCs, preparation of proposals, operating budgets and financial terms/conditions of offers.
* Bids and Contract Management – Creation of cost models, SOWs, response to RFI/RFP/RFQs.
* Proposal negotiation and optimization.
* Conducting customer workshops and portfolio/capability presentations.
* Global Customer Engagement and Management in cross-cultural environment.
* Closely tracking and analyzing customer needs and suggesting optimized solutions.
* Program governance, monitor progress, end to end project delivery, control project cost, schedule, and Quality assurance.
* Determining appropriate life-cycle approach for project delivery, as well as defining appropriate delivery team profile.
* Last achieved target was 600 man months of new business added to BU in a year which was approx. $3.7million in Revenues.
* Working in partnership with various functions across organization, including product portfolio teams, delivery teams, sales team and other functional units.
* Business Forecasting, Capacity and competency building.
* Involved in Upgrades, Swaps, Greenfield and BSS transformation projects in Fixed cost and T&M models.
* Wide exposure in IT, Telecom, BSS- Billing and Charging, CRM, BI, Analytics and Cloud.

**Aricent**  **Gurgaon**

***Senior Technical Lead*** Jul 2004 – Feb 2012

* Worked on projects for clients like Tekelec(Oracle), Cisco.
* Managed end to end projects including concept, design, development, and testing activities.
* Lead a team of 20 members handling multiple features/software releases in parallel for different product lines.
* Developing the solution/capability framework with an onsite/offshore delivery model.
* Communications Management – Project Progress Reports, Monthly reports, Quarterly reports, Metrics and reporting. Communicate up and down the organization effectively on status, tasks, risks, issues.
* Established complete Offshore Development Center (ODC) in India for USA based client enabling a saving of approximately $1.2 million per year.
* Accomplished growth in business leading to increase in team size from 5 to 20 in just a period of 2 years.
* Implemented Test automation solution for client leading to further savings of about $ 0.2 million every year.
* Responsible for managing quality metrics as per CMMI5 and TL9000 processes.
* Worked on SS7, GSM, IN, 3G/4G Technologies and LTE protocols.

**C-DOT Delhi**

***Research Engineer*** Aug 2003 – Jul 2004

* Handled software release upgrades and installations at various MTNL and BSNL sites across India.
* Software Testing and Acceptance Testing for IN services like Tollfree, Calling Card, Call forwarding services.

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| **EDUCATION** |

**Indian Institute of Management Calcutta Kolkata**

PGPEX (Post Graduate Program for Executives) Apr 2015 – Mar 2016

**Moradabad Institute of Technology, (MJP Rohilkhand University) Moradabad**

B.E. (Electronics & Comm Engineering) May 1998- Apr 2002

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| **AWARDS AND ACHIEVEMENTS** |

* Paper published in STeP-IN Forum-2011 on “Collaborating testable requirement identification with test scenario – a step towards early effective involvement”.
* Received Ace Award in Ericsson for contribution to Business Development in Mediterranean and Latin America Region.

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| **CERTIFICATIONS** |

* **PMP Certified**
* **ITIL V3 Certified**