



Amit Karmokar

Professional Experience : 17.5+ years

Since February 2018:

DGM Strategy in **Kalpataru Limited**

April 2016 – February 2018:

Senior Manager Finance in **Bombay Dyeing & Mfg. Co. Ltd. (Bombay Realty)**

April 2015 - April 2016:

Business Analyst in **Kanakia Spaces Pvt. Ltd.**

April 2010 – April 2015:

Financial Analyst in **Bombay Dyeing & Mfg. Co. Ltd. (Bombay Realty)**

July 2008 – April 2010:

Real Estate Analyst in **RBSA Advisory**

October 2007 – June 2008:

Project Officer in **Hiranandani Township**

February 2007 – September 2007:

Trainee in **Sprite Capital**

Education

Chartered Financial Analyst (CFA) from ICFAI University

D.HRM from Welingkars Institute

B.Com from Mumbai University

Key Projects & Deliverables

- Preparation of Annual Overheads & Project Budgets and long range plans
- Analysed actual performance and performed Variance Analysis vis-a-vis Annual Operating Plans, Forecasts & Previous Year while raising red flags and highlighting actionable insights
- Project Feasibility evaluation of more than 25 Residential Projects focusing into Society Redevelopment
- Published Financial and Statistics reports (KPI decks) as required by Top Management
- Performed active Project Management tracking Construction & Approval status
- Performed industry, market and competitor research & prepared Information memorandum
- Fund Management & Fund Planning on Daily (actual), Monthly & Yearly basis (budget vs actual)
- Prepared Detailed Mumbai Residential Market Analysis from Prop Equity Data
- Worked closely with Book Running Lead Managers for IPO Valuation Model for a Real Estate Company

Skill-set competency & Expertise

- **Functional Domain** – Financial Modeling, Financial Planning & Analysis, Valuation & Project Feasibility, Profitability Management, Fund Raising, Secondary & Primary Market Research, Data Analysis, Internal Audits & Risk Analysis, Process Improvements, Product Development, Budgets, Business Plans, Variance Analysis, Business Development, Project Management.
- **Technical Skill-Set** – MS Excel, MS PowerPoint, MS PowerBI, SAP, Farvision.

Languages Known

- English
- Hindi
- Bengali

Certifications

- IIMBx : People Management with Impact
- Financial Modelling
- PowerBi from Welingkars Institute
- Data Science from Cognixia



Anil Kumar Dhakad

Professional Experience : 8+ years

Since July 2021:

Manager, Property Management and Court

The Provident Investment Company Ltd

October 2018 – July 2021:

Assistant Director

Finance Dept., Government of Madhya Pradesh

June 2015 - July 2017:

Assistant Manager

Oriental Bank of Commerce

Education

BSc Agricultural Science, Govt. College of Agriculture, Indore

Key Projects & Deliverables

Property Management: Managing assets to maximize profitability through leasing, maintenance, and financial tracking. This includes coordinating repairs, conducting property valuations, and ensuring budget adherence.

Legal and Court-Related Management: Ensuring compliance with laws, managing litigation, handling property-related contracts, and mitigating risks. Record-keeping for property titles, leases, and legal documents is also essential.

Stakeholder Relations: Engaging with regulatory bodies, tenants, and internal teams. Reporting to senior management on asset performance and legal matters, providing strategic insights.

Skill-set competency & Expertise

Proficiency in managing real estate assets

Skills in handling leasing processes

Strong financial tracking skills, with the ability to manage budgets, assess property valuations, and ensure profitability.

In-depth understanding of legal compliance, contracts, and litigation management for property-related issues, along with risk mitigation expertise.

Languages Known

- English
- Hindi

Certifications



Ankita Kudalkar

Professional Experience : 10 years

Since August 2024:

Compliance Officer

Yes Bank Ltd

March 2019 – May 2023:

Branch Operations Manager

Kotak Mahindra Bank Ltd

June 2017 - March 2019:

Branch Service Partner

Yes Bank Ltd

April 2014 – June 2017:

Personal Banker

HDFC Bank Ltd

Education

Masters in Accounts

SIES College of Commerce University of Mumbai

Bachelor of Accounting and Finance

ML Dahanukar College Of Commerce

Key Projects & Deliverables

- Contributing to the continual review of the corporate governance team’s output and working practices to ensure risks are minimised and performance-optimized
- Assistance with review and preparation of Board and Committee materials, meeting preparation and drafting of minutes
- Submission of Para banking returns
- Coordinate with internal and external stakeholders to ensure compliance with regulatory norms.
 - Performed monthly compliance checks
 - Analyzed and interpreted data transaction reports and customer information, to identify suspicious activity or transactions that may be related to money laundering or other financial crimes

Skill-set competency & Expertise

- Banking operations
- AML/CFT regulations
- Transaction monitoring
- Compliance Reporting
- Customer Due Diligence.
- Risk Management

Languages Known

- English
- Hindi
- Marathi

Certifications

- Post Graduate Diploma in Banking



Anupam Jhavar

Professional Experience : 8.5+ years

Since December 2023:

Manager, Corporate Business Development

Reliance Retail Limited

June 2018 – Nov 2023:

Associate Vice President

Metta Capital Advisors

Nov 2017 - June 2018:

Senior Analyst

SG Analytics

Sep 2015 – Oct 2017:

Analyst

BA Continuum India (Subsidiary of Bank of America)

Education

Chartered Accountant

Institute of Chartered Accountants of India

Bachelor of Commerce

HR College of Commerce & Economics

Key Projects & Deliverables

- Manage required market analysis, competitive benchmarking, research, financial analysis and monitoring business performance.
- Prepare and present reports, presentations, and recommendations to senior management and the board of directors. Communicate findings, strategies, and recommendations effectively to stakeholders.
- Led multiple projects across the M&A life-cycle (i.e. from deal origination to deal execution process) through identifying opportunities, preparing deal origination and discussion documents, pitch books and engagement proposals for buy-side and sell-side deals.

Skill-set competency & Expertise

- **Functional Domain** – Investment Banking; Corporate Finance; Fund Raising; Valuation; Merger & Acquisition; Investor Relation; Restructuring
- **Technical Skill-Set** – MS Tools (Excel, PowerPoint and Word).
- **Soft Skill Set** – Leadership, Negotiation, Communication, Teamwork, Client Relationship, Problem Solving.

Languages Known

- English
- Hindi
- Marathi

Certifications

- Financial Modelling
- Harvard Business Publishing: Finance, Financial Accounting



Ashish R Tapare

Professional Experience : 18+ years

Since October 2018:
Sr. Manager Production
JSW Paints Ltd

October 2016– September 2018:
Assistant Manager Production
Nippon Paints (India) Pvt Ltd

March 2008 – October 2016:
Senior Executive- Quality
Berger Becker Coatings Pvt Ltd

June 2006 – February 2008:
Production Officer
Asian Paints Ltd

Education

B.Sc.- Chemistry,
First Class with Distinction
Shivaji University, Kolhapur.

Key Projects & Deliverables

- Overseeing all production activities related to coil coating, protective coating, and wood coating processes.
- Part of the project team which is expanding total capacity of the plant from 25000 to 60000 kl of the Production.
- Proficient in Shade development and matching, troubleshooting, and data analysis.
- **Digitization:** Digitization of regular data gathering and communication between Production, PPC, Quality and stores
- **Safety:** Chairman of the Incident Investigation Committee, part of core team responsible for BSC award and other audits
- **Management system:** Integrated Management Systems, including ISO 14001, ISO 9001, and ISO 45001.

Skill-set competency & Expertise

- **Functional Domain** – Production Planning, Project Management, New Development related to Digitization
- **Technical Skill-Set** – Distributed Control System(DCS), Manufacturing Execution System (MES), MS Office.

Languages Known

- English
- Hindi
- Marathi

Certifications

- Diploma In Information Technology



Brajesh Bhargava

Professional Experience : 19.5+ years

Since Jul 2021: Digital Transformation Manager
Worley Service India Pvt Ltd

Mar 2020 – Mar 2021: Senior Data Scientist
Locus.sh

Jan 2016 - Feb 2020: Global IT Service Delivery
Lead , **Worley India Pvt Ltd**

Jan 2013 – Jan 2016: Manager/SW Architect
Capgemini Ind Pvt Ltd

Nov 2009 – Jan 2013: Technical Leader
Atos Ind Pvt Ltd

May 2008 – Oct 2009 – Consultant
Deloitte Consulting Ind Pvt Ltd

Jun 2006 – May 2008 – Senior Systems Engineer
Siemens Information Systems Ltd

Education

Business Analytics and Intelligence

IIM, Bangalore

B.E – Computer Science & Engineering

LNCT, RGPV, Bhopal

Key Projects & Deliverables

- Managing key digital transformation projects across EMEA and AMER countries.
- Review digital transformation initiatives and projects as a part of Enterprise Architecture team and coordinate with other stakeholders to facilitate approvals/required amendments.
- Designed and optimized ML algorithms, lead team to complete implementation.
- Lead IT application development and support services for EMEA.
- Lead an IT services program for a US staffing client. Supported from RFI, RFP stage, built a team from scratch, spread across US & India, mentored and transformed it into a successful team .

Skill-set competency & Expertise

- **Functional Domain** – Project Management, IT Services Management,, Enterprise Architecture. Software design and development.
- **Technical Skill-Set** – Data Science and analytics- machine learning, deep learning, natural language processing, Generative AI , Azure, MS.Net, SharePoint, Office 365, AWS, Cybersecurity, IT and data governance

Languages Known

- English
- Hindi

Certifications

- PMP
- TOGAF 8.1
- COBIT Foundation
- Blockchain
- Decentralized Finance
- Deep Learning



Debashish Mohanty

Professional Experience : 23 years

Since April 2023:
Regional Head ,West.
Bajaj Capital Ltd

June 2017 – March 2023:
Deputy Regional Head .
Maharashtra & Gujarat.
Bajaj Capital Ltd

August 2013 - June 2017:
VP & Zonal head, Mumbai, Pune, Nasik. ,
Bajaj Capital Ltd

Dec 2010 – July 2013:
Zonal Head ,Retail Channel , Mumbai ,
Bajaj capital Ltd

Dec 2007 – November 2010:
AVP & Zonal Head , Delhi ,
Bajaj capital Ltd

Dec 2003 – Nov 2007
Branch Head, Vasant Kunj, New Delhi,
Bajaj capital Ltd

Education

Bachelor of Commerce-(**B-COM**).
UTTKAL UNIVERSITY,ODISHA.

Key Projects & Deliverables

- **Heading Retail channel –West Region** for Business development & market Expansion, Managing a 150 members team , 12000 client with 2600 Cr Mutual Fund AUM and 900 CR other AUA. Maintenance all compliances at 100% .
- Played key role in **building a online platform for Retirement planning** and its implementation and training to Team across India and growing business through it as central strategy.
- **Concept Selling**- Pre & Post Retirement Planning and implementation at client level , , Financial Planning , Goal based Investment portfolio construction and Risk & planning for each client .
- **Team Management** –Effectively growing a healthy sustainable sales team and support team by setting SOPs and cultivating company enrich culture. Continuous knowledge enhancement through training and Developments.
- **Client Management** – Uninterrupted Growth of Happy client through service and Advisory and Engagement .
- **P & L & Revenue Management**-Responsible for consistent revenue target achievement while maintaining cost and profitability.
- **Operational Management** at each branch meritoriously & **Product Panning** & Implementation of all strategy at with all functional divisions.
- **Marketing** : Coordination with central marketing & digital team , Lead Generation through BTL activity , client seminars offline & online .

Skill-set competency & Expertise

- **Functional Domain** – Business Development & Sales, Team Management , Project Management & Execution, Strong Execution Bias
- **Technical Skill-Set** – Retirement Planning , Investment Portfolio construction, MS Excel-advance, Power Point .
- **Soft Skill** – Negotiation, Communication skills, Data-analytics, Client-Relationship, Training.

Languages Known

- English
- Hindi
- Oriya

Certifications

- **CERTIFIED FINANCIAL PLANNER – (CFP)** Global Excellence in Financial Planning- FPSB
- INVETSMET PLANNING SPECIALIST- FPSB
- RISK & ESTATE PLANNING SPECIALIST- FPSB
- RETIREMENT & TAX PLANNING SPECIALIST –FPSB
- LEADERSHIP, TRANSITION &CHANGE MANAGEMENT – IIM-BANGALORE
- NISM SERIES- V



Akshaykumar Dhanuskar

Professional Experience : 5+ years

Since August 2021:

Deputy Manager at JSW Paints (R&D)

April 2017 – July 2019:

Technical Officer at Kansai Nerolac Paints Ltd (R&D)

Education

M.Tech – Surface Coating Technology

Institute of Chemical Technology, Mumbai, Maharashtra (2019-2021)

B.Tech – Oil & Paint Technology

UDCT Amravati University, Amravati, Maharashtra (2012-2016)

Key Projects & Deliverables

- Product development for water-based emulsion paints
- Product development for Solvent based Enamel paints
- Product Upgradation & trouble shooting for Water & Solvent based paints
- Support to manufacturing for water-based emulsion paints
- Technical-commercial expertise
- Visualize, develop and scale-up of the next generation coating formulations for market leadership.
- Collaborate with cross functional team for successful standardization of developed products.
- Generate new materials and coating ideas based on market needs by translating customer need into technical specifications.
- Supporting marketing team for product testing and promotion.
- Customer trials and visits for commercialization of products.

Skill-set competency & Expertise

- **Functional Domain** – Product Development, Project Management, Coating Technology, Colour Science, Process Development Customer support.
- **Technical Skill-Set** – Polymer Chemistry, Paint Formulation, Surface Coating, Rheology, Pigment Technology, Formulation Software, Regulatory Compliance, Sustainability, Cross-Functional Collaboration, Safety and ISO Standards.

Languages Known

- English
- Hindi
- Marathi

Certifications

- GATE Qualified: AIR 447 in GATE 2020 in Engineering Science
- Research Publications: A.Y. Dhanuskar, P.A. Mahanwar, Phase change material: Published in Colors Publications Pvt Ltd, Part-1 & 2



Durgesh Kumar Soni

Professional Experience : 17+ years

Since April 2024:

Sr. General Manager

Reliance Industries Limited

Dec 2011 – Oct 2023:

Process Engineering Manager

LyondellBasell (Mumbai, India)

June 2007 - Dec 2011:

Manager- Process Simulation

Reliance Industries Limited, Jamnagar

Gujarat

Oct 2006 – March 2007:

Chemical Engineer

Grasim Industries Ltd, Nagda, M.P.

June 2006 – Oct 2006:

Chemical Engineer

Navin Fluorine International Ltd,

Education

B.E – Chemical Engineering

Ujjain Engineering College Ujjain (RGPV University)

Diploma- Petro-Refining & Petrochemical, (RGPV University)

Key Projects & Deliverables

- **Process Engineering:** Feasibility study, Conceptual study & Basic Engineering for Propylene manufacturing using Ethylene. TIC ~700 U\$D
- **Technical Services:** Technical services support to **LDPE Tubular reactor plant**
- **Refinery debottleneck studies-** Coker & FCC
- **Plant Test run-** CDU/VDU entire unit process simulation

Skill-set competency & Expertise

- **Functional Domain** – Process & Project Engineering, Process Simulation, Optimization Tech-commercial analysis for Refinery & Petrochemical process plants, Competitors bid evaluation, Business Development, Project Management
- **Technical Skill-Set** –Process Engineering, **LDPE technology**, Steady state & Dynamic Simulation (Aspen+, Hysys, KBC Petrosim etc.), Digital Twins, Data Analytics, Vendor bid evaluation, Proposal preparation, Ensuring the deliverables quality and Project schedule tracking.

Languages Known

- English
- Hindi

Certifications

- QRA & Dispersion Analysis training certificate- by DNV GL
- Aspen Basic Engineering tool user by Aspen



Gauri Prakash Ghatge

Professional Experience : 12+ years

Since May 2023 :

VP, Digital Transformation

Axis Bank

Nov 2021 – May 2023:

Associate Manager, MarTech Advisory

Accenture in India

Aug 2015 – Nov 2021:

DVP, Digital Initiatives

Kotak Life Insurance

Apr 2012 - Aug 2015:

Deputy Manager, Digital Products

SBI Life Insurance

Jun 2008 – Mar 2009:

Software Engineer, IMS

Infosys Technologies

Education

PGPM – Marketing & Banking

IBS, Mumbai

B.E – Biotechnology

Shivaji University, Kolhapur, MH

Key Projects & Deliverables

- Digital Product journey creation and management for B2B and B2C
- Mobile universe management for digital on-boarding and servicing
- Co-origination (reverse cross sell of liabilities products to asset first customers) across multiple product journeys
- Salesforce, CRMNext (CRM) and Payment gateways (PG) integrations
- Payout Automation for all Partners, Vendors, Distributors and BCs
- E2E Project Delivery Management
- Technical Product Management, Bharat Banking
- Website management
- Budgetary control
- Partner on-boarding and Tech enablement

Skill-set competency & Expertise

- **Functional Domain** – Digital Product + platform development and management, Journey creation, Digital KYC processes, Business Transformation, Innovation, Business Analysis, BRD and Project charter creation, Project Management, Process Automation, Vendor Management, Analytics & Automated reporting.
- **Technical Skill-Set** – UI/UX, CRM, LMS, Payment Integration, MS Visio, JIRA, Workfront, API tool kit, Microservices, MS Office and C++.

Languages Known

- English
- Marathi
- Hindi

Certifications

- Licentiate, Insurance Institute of India
- Six Sigma Blackbelt
- Value Stream Mapping in Lean
- PMI-ACP



Umesh Honnali

Professional Experience : 19+ years

IT Experience: ~5 years

Since Dec 2019:

Sr Enterprise Relationship Manager

Checkmate.com (US IT firm)

Banking Experience:10 years

Senior Manager

Managing Service Team of South Mumbai Region

Kotak Mahindra Bank

Personal Banker

Managing Portfolio of High Networth Individuals

HDFC Bank Ltd

Supply Chain Management & BPO: ~4 years,

Team Leader

Maersk Global Service Centre

Executive WFM

Firstsource Solutions Lts

Team Leader

Andromeda Marketing Pvt Ltd

Key Projects & Deliverables

- Senior professional with experience in steering Project Management, managing cross-functional teams, project execution and integration Core
- Skilled in communication with different levels of management, collaborating with cross-functional departments; possess strong analytical skills for financial analysis and preparation of strategic plans
- Capable of revitalizing teams and managing client relationships, creating a passionate and winning attitude to outperform competitions
- Managed implementations including integration, project plan, design, development, production deployment, technical maintenance & support
- Proven expertise in using analytical processes and techniques to improve and optimize information and decision systems
- Excellent relationship management, analytical, leadership, decision-making, problem-solving & organizational skills

Skill-set competency & Expertise

- **Functional Domain** – Relationship Management, Project Management, Portfolio Management, Process Improvement & Automation, Process Training.
- **Technical skill set** – Integration, problem solving, Troubleshooting DataDog, Monitoring via IEX. Tracking via Asana,

Languages Known

- English
- Hindi
- Marathi
- Kannada

Certifications

- Prince2 Foundation and Practioner
- Certified Scrum Master
- Lean Management

Education

Master of Commerce
Mumbai University



Kiran Modak

Professional Experience : 17+ years

Since July 2007:

Design & Development Manager
Tata Motors Ltd

January 2011 – September 2016:

Manager, Engine Applications
Mahindra Trucks & Bus Ltd

June 2016 - June 2024:

Engine Development, Senior Manager

Education

B.E – Mechanical Engineering

K.J. Somaiya College of Engineering

M.Tech– Mechanical Engineering

Indian Institute of Technology, Kharagpur

Key Projects & Deliverables

- BSV 55 kW to 129 kW exhaust aftertreatment DOC/DPF/SCR system development, installation, validation of JCB India all machines.
- Engine validation of JCB 444, 448 55 kW to 129 kW BSIV, 20000 + hours and engine system efficiency, consistency and functional testing.
- T4F and Stage V Industrial Power Units/ G – Drive development at JCB Power systems, UK.
- Design & development of liquid cooled Li –ion battery cooling system for Series Hybrid bus.
- **Project Leader** : Scope RFQ , budget . Manpower planning. Supplier, systems reviews, engine & machine validation planning and system signoff.
- **Systems Engineering**: Engine systems – Cooling, Airpath, CCV, Fuel system and aftertreatment system. Stage V/ BSV.
- **Engine development**: Thermal survey, vibration assessment, engine systems and emissions durability.

Skill-set competency & Expertise

- **Functional Domain** – Product Management & New Product Introduction, Engineering Management, System Engineering, System Validation, Customer concern resolution, Vendor management, Launch Management.
- **Technical Skill-Set** – DFMEA & PFMEA, DVPSOR, 8D, Design Thinking, RFQ submission, Work package finalization, Validation planning and budgeting, PFEP,7QC Tools. Decision making, APQP, PPAP, DFM DFA, Service Audit.

Languages Known

- English
- Hindi
- Marathi

Certifications

- Product Excellence
- Conflict management
- Quality function deployment
- ISO 9001



Mohit Chhabra, CEng

Professional Experience : 18+ years

Since Feb 2022:

Manager, Instrumentation

Worley Services India Private Limited, Mumbai

Sep 2014 – Feb 2022:

Assistant General Manager, Instrumentation

L&T Hydrocarbon Limited, Faridabad, Kuwait, Mumbai

Apr 2014 – Sep 2014:

Assistant Manager, Instrumentation

GS E&C Delhi Pvt Ltd, Gurugram

Sep 2012 – Apr 2014:

Assistant Manager, Instrumentation

Simon India Limited, New Delhi

Oct 2007 - Sep 2012:

Senior Engineer, Instrumentation

Projects & Development India Limited (PDIL), Vadodara

Jul 2006 – Sep 2007:

Instrument Engineer

A2Z Instrument Services, Vadodara

Education

B.E (Hons) – Instrumentation & Control, University Rank-5

PDM College of Engineering, Bahadurgarh (Maharishi Dayanand University, Rohtak) Haryana, India

Key Projects & Deliverables

- Handling instrumentation and control part of turnkey, engineering and EPCM projects for oil and gas, petro-chemical, chemical, renewable energies like green hydrogen, Bio-diesels, Bio-Plastic etc.
- Core Competence includes Manhour estimation, resource allocation, Engineering design and techno-commercial bid evaluations and factory acceptance tests (FAT).
- **Deliverables:** All instrument design deliverables like Requisitions, Layouts, Instrument lists, Material Take offs (MTOs), Hook ups, Installations diagrams, cause and effect charts, Technical Bid Evaluations (TBE), Adequacy Reports, Sizing Calculations, Safety Calculations etc.
- **Key Projects:**
 - Bio-diesel project for British Petroleum (BP), Kwinana, Australia
 - Green Hydrogen FEED project for British Petroleum (BP) Australia, Spain, USA, Germany
 - FDCA Flagship Plant, Avantium Renewables, Delfzijl, The Netherlands
 - Dual Feed Cracker Unit, HMEI Bhatinda, India
 - Flagship Hydrazine Hydrate Plant, GACL, Vadodara, India
 - Gas Gathering Centre (GC-30) for Kuwait Oil Company (KOC), Kuwait
 - Aegean Refinery Project (STAR Refinery), Turkey
 - Sulphuric Acid Plant, Paradeep Phosphate Limited (PPL), Paradeep, India
 - Methanol Plant, GSFC, Vadodara, India
 - Ammonia Plant, GNFC, Baruch, India

Skill-set competency & Expertise

- **Functional Domain** – Instrumentation Design & Detail Engineering, Project Control, Vendor management, Business Development, Project Management, Competitive Bidding Solutions, E-tendering, Control Systems, Package Vendor Management, Client Handling, Liaisoning with statutory authorities, etc
- **Technical Skill-Set** – Process and Safety Instrumentation, Analyzers, Distributed Control System(DCS), Programmable Logic Controllers (PLC), Supervisory Control & Data Acquisition (SCADA), Human Machine Interface (HMI), Safety PLC, Fire and Gas System, Smart Plant Instrumentation, MS office, Bluebeam, Aconex etc.

Languages Known

- English
- Hindi
- Punjabi

Certifications

- Chartered Engineer Certificate, IEI India
- Effective Time Management
- Difficult Conversations
- 3 Milestones to say "Yes" to delegation
- Understanding Empathy
- Financial Accounting
- Digital Excellence Passport
- Energy transition passport

Awards

- Award for university Rank (By College)
- Rise to challenge Award (At Workplace)



Mukta Chandani

Professional Experience : 5+ years

Since June 2023:
Assistant Manager
PwC India

June 2019 –May 2023:
Risk Consultant
EY India

Education

B.E – Computers,
Vivekanand Education Society's Institute
of Technology, University of Mumbai

Key Projects & Deliverables

Software Cost Optimization

- Led software cost rationalization engagements for a large Indian banks covering top 10 publishers, thereby identifying avenues of optimization and supported the client with procurement advisory

Software License Reviews (SLR)

Led license compliance audits for 50+ small/medium and enterprise segment organizations for a large software vendor. d discussing the effective licensing position with respective stakeholders.

IT Asset Management

- Led an IT Asset management engagement for one of the largest banks in US. The engagement included performing end-to-end asset lifecycle procedures. Defined the key performance indicators for ensuring 100% compliance of software and hardware asset management policies.

Skill-set competency & Expertise

- **Software Asset Management** –Software Licensing Expert, Software Compliance Auditor for Microsoft, Adobe, Oracle, SAP.
- **Technical Skill-Set** – ServiceNow SAM Pro, System Center Configuration Manager (SCCM), Configuration Management Database (CMDB), Flexera, Tableau, MS Office

Languages Known

- English
- Hindi
- Sindhi
- Marathi

Certifications

- Certified Software Asset Manager
- Certified Asset Management Professional
- ISO 27001 Lead Auditor



Nikhil Carvalho

Professional Experience : 5+ years

Since Aug 2022:
Head of Information Technology
Vastu Housing Finance Corporation Ltd.

Sept 2015 –Aug 2022:
Head of Digital Experience

Nov 2010-April 2016:
Managing Director
netBlade Solutions Pvt. Ltd.

November 2010 - April 2016:
Oct 2009-Oct 2010
Senior Programmer
Web Werks India Pvt. Ltd

October 2009 - October 2010:
Wysetek Systems Technologists Pvt. Ltd

Education

B.E Computer Science
Don Bosco Institute of Technology

Key Projects & Deliverables

IT Strategy and Infrastructure Management: Spearheaded the digitization of operations to reduce costs, developed and implemented enterprise-wide IT strategies, and ensured the security, availability, and integrity of data through robust information security and disaster recovery plans.

Project Management & Coordination: Led the development of an online mortgage loan application, overseeing resources, timelines, and project health. Acted as a liaison between technical teams and stakeholders, ensuring smooth deployment and system stability.

SCRUM Master & Risk Management: Managed SCRUM processes, including daily stand-ups, sprint planning, and release planning. Ensured projects met deadlines and quality standards while mitigating risks.

Digital Marketing & Customer Experience: Analyzed SEO and marketing metrics, optimizing strategies for improved customer engagement. Measured and reported on the performance of digital campaigns, working closely with partners to enhance customer experience across multiple channels.

Skill-set competency & Expertise

Broad range of expertise in IT management, project coordination, and digital transformation of technical, managerial, and strategic capabilities enables effective leadership in both IT and business transformation projects.

Languages Known

- English
- Hindi
- Marathi

Certifications



Prakash Khedekar

Professional Experience : 16+ years

Since January 2021:

Senior Manager – R&D
JSW Paints Limited

June 2019 – December 2020:

Assistant Manager – Technical Service
Nippon Paints India Private Limited

July 2010 - May 2019:

Senior Researcher – R&D
Asian Paints Limited

July 2008 – July 2010:

Chemist – R&D
Pidilite Industries Limited

Education

Master of Science – Inorganic Chemistry

Patkar College, Mumbai

Key Projects & Deliverables

- **Research and Development:**
 - Developed various pigment dispersion technologies for both water-based and solvent-based systems.
 - Developed 'Zero VOC' machine colorants compliant with GS11 standards.
 - Invented a colorant clone detection technique to identify counterfeit colorants in the market.
- **Technical Service:**
 - Formulated shades for all categories of interior and exterior paints for both regional and international markets.
- **Troubleshooting:**
 - Provided troubleshooting solutions to production facilities to ensure operations ran according to the scheduled plan and maintained a high rate of first-time quality (RFT).

Skill-set competency & Expertise

- **Functional Domain** – Product Development, Innovation Management, Project Management, Strategic Planning, Market Research, Regulatory compliance, Cross-functional Collaboration.
- **Technical Skill-Set** – Formulation Development, Analytical Techniques, Troubleshooting and Problem Solving, Project Lifecycle Management Tools, Data Analysis and Interpretation. Pigment Dispersion Technologies, Qualitative and quantitative Research.

Languages Known

- English
- Hindi
- Marathi

Certifications

- Design for Six Sigma (DFSS) Black Belt.
- Occupational Health and Safety Assessment Series (OHSAS) Internal Auditor.
- Part-time Paint Diploma from ICT, Mumbai.



Pramod Bhilare

Professional Experience : 24+ years

Since May 2008:

Senior Manager, Safety & Security
GIA India Laboratory Pvt. Ltd

November 2003 – May 2008:

Security Officer
Costa Crociere, S. P. A., Italy

January 2000 – November 2003:

Senior Security Assistant
Jet Airways (I) Pvt. Ltd, Mumbai

Education

Post Graduation in Business Administration - Operations

Welingkar Institute, Mumbai

LLB – Criminology

Mumbai University

Bachelor of Commerce – Accounting

Mumbai University

Key Responsibilities:

- Responsible for **safety and security operations**. Develop and implement policies and procedures. Manage the budget for the function.
- Conduct **internal audits, risk assessments, and fire safety audits**, and act as SPOC for external audits.
- Maintain a **business continuity management system** for the organization.
- Oversee **legal compliance of the organization** in collaboration with others.
- Responsible for enhancing the **Environmental, Social, and Governance (ESG)** performance of the organization.
- Play a pivotal role in **internal investigations**, being part of GRC, ICC.
- **Liaison** with local government authorities
- Responsible for safety and security **systems automation, installation, maintenance, and upgradation** in line with advanced technology

Skill-set competency & Expertise

- **Functional Domain** – Risk Assessment, Project Management, Investigations, Developing policies and procedures, Business Continuity and Emergency Response, ESG, Stakeholder Management, Change Management.
- **Technical Skill-Set** – Security and safety automation, Certified Lenel System Administrator, Certified X-Ray Screener, Trained under Bomb Detention and Disposal squad. Certified in Cyber Forensics-Crime Security-Cyber Crime and Cyber Law.

Languages Known

- English
- Hindi
- Marathi

Certifications

- Certified Compliance and Ethics Professional, 2024, Legasis
- Project Management Professional 2022, PMI
- Certified Protection Professional, 2021, ASIS
- International Crime Prevention Specialist – ISCPP 2014



Radhika Naren

Professional Experience : 17+ years

Since Sep 2024
Service Delivery Manager
Capgemini

Feb 2012 – Sep 2024 :
Portfolio Manager
TCS

August 2010 – Jan 2012:
System Engineer
IBM

May 2007 – Aug 2010:
Software Developer
Mastek

Education

B.E – Electronics
Pune University

Key Projects & Deliverables

- Managing support and operations of CRM customer assisted application which is mission critical to support customer care which cater to customer service, sales and partner engagement
- Handling fixed price and turnkey projects offering development, support and maintenance of Digital Marketing applications for Pharma domain clients
- Diverse experience in Portfolio Management, Program Management, Project Management, Scrum Master, Design and Development, Driving Transition from vendor company, Support & Enhancements
- Demonstrated expertise in Crisis Management and Business Continuity Management.
- **Request for proposal** : Built proposal for annual AMS contract for Pharma client. Include scope of work, transition plan, segregation of applications support, Key expertise of technology landscape

Skill-set competency & Expertise

- **Functional Domain** – Stakeholder relationships, Requirements gathering, RFP proposals, Vendor evaluations, Vendor transition, End to End project deliverables.
- **Technical Skill-Set** – Data warehousing ,MSBI SSIS, SSAS, SSRS, Tableau, Teradata, SQL, .NET, Drupal, Python.

Languages Known

- English
- Hindi
- Marathi
- Tamil

Certifications

- Project Management Professional PMP
- Professional Scrum Master PSM1



Richa Bhatnagar

Professional Experience : 17+ years

Jul 2019 – Present – Associate Director, Procurement, Kellanova India Pvt Ltd

Jul 2017 – Jul 2019 – Regional Procurement Category Manager, Nestrade, Malaysia

Apr 2011 – July 2017 – Senior Manager, Procurement, Yum Restaurants India Pvt Ltd.

Jul 2007- Mar 2011 – R&D Associate, Unilever India

Education

PG Diploma in Packaging Technology
Indian Institute of Packaging
B.Sc (H) Electronics
Hansraj College, Delhi University

Key Projects & Deliverables

Current

- ❖ Manage Procurement of Grains (Corn, Wheat, Rice, Oats, others) for the Kellanova region touching across 10 geographies.
- ❖ Lead contracting for a spend of ~ \$100M annualised cutting across various categories, various countries. Negotiation of contracts ensuring most beneficial commercial agreements with suppliers
- ❖ Own Supplier relationship with ~ 25 suppliers
- ❖ Define and implement category strategy, utilising Strategic Sourcing processes, tools and policies.
- ❖ Perform Supplier market/category/supply risk analysis
- ❖ Manage relationship with various stakeholders to integrate category plans and outcomes in local budgets and price planning.

Past

- ❖ Responsible for Solid Board Procurement for Nestle – Asia, Oceania and Africa regions.
- ❖ Packaging Development & Sourcing of India’s fastest growing QSR (KFC, Pizza Hut, Tacobell)
- ❖ Packaging Development in one of the leading FMCGs in the capacity of a Packaging Technologist. Worked on Brands like Bru, Tazza and Kwality Walls at the HUL Foods Innovation Centre, Bangalore.

Skill-set competency & Expertise

- ❖ Functional: Procurement, Supplier relationship Management, Packaging technical

Languages Known

- English
- Hindi



Ruchir Mehta

Professional Experience : 15+ years

Since December 2022:

Technical Solutions Advisor

Welltec Oilfield Solutions India Pvt Ltd -Mumbai

Jan 2022-Nov 2022:

Entrepreneurial Sabbatical

Nov-2013– Dec 2021:

Technical Sales Advisor **in EV Offshore Limited-Mumbai & Doha (Qatar)**

Oct-2009 - Oct 2013:

Sr. Field Engineer and Operation Coordinator in **HLS Asia Limited-Gandhinagar**

Education

B-Tech – Electronics and communication Engineering

National Institute of Technology, Karnataka-Surathkal

Key Projects & Deliverables

- Led a 30-member team to successfully execute a USD 25 million Exploration and Production (E&P) project for a client in Western India.
- Supervised the maintenance and calibration of downhole well-logging tools valued at USD 10 million, supporting over 1,000 well-logging operations.
- Contributed to sustainable revenue generation in the Middle East as part of a 5-member Core MENA team.
- Spearheaded the standardisation of operational practices, reducing Days Sales Outstanding (DSO) by 20% through faster customer invoice settlements.
- Managed the complete account lifecycle, from lead generation and proposal development to invoicing and payment collection.
- Extensive experience supporting their upstream operations with major oil companies, including ONGC, OIL, Vedanta, RIL, Qatar Gas, ADNOC, NOC-Qatar, QP, HOEC, Shell, and others.

Skill-set competency & Expertise

- Financial Planning & Sales Forecasting
- Operations Management
- Petroleum Engineering & Wireline Services
- People Management
- Sales Lifecycle Management
- Revenue Generation.

Languages Known

- English
- Hindi

Certifications

- Publication SPE – 22505-MS , IPTC-2022, Riyadh
- Sales Enablement by Track Intl.
- B2B Sales: Critical Sales by JP Amlin



Sachin Dasharath Raorane

Professional Experience : 12+ years

Since April 2012:

Director of Applications
UMEDEX Inc.

September 2006-April 2012:

Project Leader
Xoriant Solution Pvt. Ltd

September 2024-August 2006:

Sr. Software Programme
Tasaa Netcom Pvt. Ltd.

February 2004 – August 2004:

Software Developer
Eclerx Pvt. Ltd

November 1999 – January 2004:

TASAA Netcom Pvt. Ltd

Education

BCom – Mumbai University

Key Projects & Deliverables

With over 12 years of experience in **Client Relationship** and **Delivery Management**, this individual has a strong track record in managing large-scale projects both **onsite and offshore**. Key strengths include:

Client Engagement: Proficient in managing relationships, resolving issues, and ensuring profitability and resource efficiency.

Project Management: Experienced in executing outsourcing strategies and leading large teams across multiple domains.

Domain Expertise: Specialized in **Healthcare** and **Insurance** technology solutions.

Technical Proficiency: Skilled in **Microsoft .Net, iOS, Android, and Open Source** technologies.

Pre-sales & Business Development: Expertise in **RFI/RFP, solution design, and technical negotiations**.

Leadership: Effective leader in team motivation, performance management, and problem-solving.

Skill-set competency & Expertise

Skilled in project management, team leadership, and effective project coordination, with a strong emphasis on change management and stakeholder relationship management. Excellent communicator, adept at driving projects forward and building cohesive, high-performing teams.

Languages & Frameworks: C#, ASP.NET, .NET Core 3.1, Classic ASP, Visual Basic 6, PHP, JavaScript frameworks, TCP communication

Database Technologies: MS SQL, MySQL

Integration Expertise: HL7, EDI 835, EDI 837 for enterprise-level data interchange

Languages Known

- English
- Hindi

Certifications



Sarani Mondal

Professional Experience : 5+ years

Since March 2023:

Quality Executive

Pernod Ricard India Pvt Ltd

March 2021 – March 2023

Regional Distribution QA In charge

Abbott Healthcare Pvt Ltd(

Contingent employee)

March 20 – March 21

Lab In charge

BRITANNIA INDUSTRIES LTD. CP (GIS Food Pvt Ltd)

May 2017 – August 2018:

Junior Quality Executive

BRITANNIA INDUSTRIES LTD.(CP

Education

Bachelors in Technology – Food Technology (2013 to 2017)

West Bengal University of Technology,

Key Projects & Deliverables

- **Logistic and Supply chain Management-** Managing overall warehouse inbound and outbound operation, inventory management , Overall warehouse transition, vendor management
- **Operation Management** - Plant Efficiency Reporting, Production Planning , OEE improvement, waste reduction , manpower handling , Implementing automation in production.
- **Quality Management System** : Lean six sigma application, Statistical process control projects, new production development ,deviation management, application of 7 QC tools,.
- **Environment Health and safety Management** - Slip trip and fall project, HIRA analysis, waste management with respect to government norms.
- **Auditing** : Managing FSO audit, FSSAI audit, FSSC, adherence of regulatory norms.

Skill-set competency & Expertise

- **Functional Domain** – Product Development, Project Management, Vendor management, QMS, Cost Management, Automation, Leadership
- **Technical Skill-Set** –JDE(JD Edwards) SAP(System application and products in data processing), MS office, MS Excel

Languages Known

- English
- Hindi
- Bengali

Certifications

- FSSC 22000
- Lean Six Sigma yellow belt
- FOSTAC certified



Shalu Singh

Professional Experience : 15+ years

Since Mar 2022:
Technical Integration Architect
TCS

Mar 2016 - Feb 2022:
Senior Consultant
Capgemini

Jan 2014 - Feb 2016:
Senior Manager
Reliance Tech Services

Nov 2012 - Dec 2013:
Technology Analyst
Infosys Limited

Oct 2006 - Nov 2010:
Deputy Manager
Reliance Communication

Education

ME - Computer Science
Thadomal Sahani Engineering College

BE - Computer Science
Terna Engineering College

Key Projects & Deliverables

- Designed and developed common logging and exception (CLE)
- Planning and execution of TIBCO BW5.x to BW6.x migration activity
- Migration of obsolete TIBCO BPM provided solution
- Designed and developed APIs for customer self-service functionality to interact with SMS Gateway, USSD, IVR, and PACE.
- Installation and implementation of repush page using TIBCO Spotre.

Skill-set competency & Expertise

- **Functional Domain** – Solution Architecture, Integration Architecture, Project Management, Operation Management.
- **Technical Skill-Set** – EAI Tools (TIBCO BW, TIBCO MFT, TEA, Administrator, ADB Adapter, SAP R3 Adapter), Messaging Services (EMS, RV, GEMS), Reporting Tool (TIBCO Spotfire), Databases (Oracle 8, Oracle9i, Oracle11g), iPass (Dell Boomi, Mulesoft, Azure logic app), Source Code Management (Git and Subversion), Automation/ integration (Jenkins), Cloud service providers (AWS, Azure), Software containerization platform (Docker and container orchestration tools Kubernetes and Docker Swarm)

Languages Known

- English
- Hindi

Certifications

- TIBCO Certified Associate BusinessWorks
- TIBCO Certified Associate Messaging
- TIBCO Certified Administrator Messaging
- TIBCO Certified Professional BusinessWorks
- TIBCO Certified Professional BusinessWorks Container Edition
- Dell Boomi Professional Architect
- Dell Boomi Associate and Professional Architect
- Dell Boomi Production Administrator
- SAFe Practitioner Certified



Shweta Bhosale

Professional Experience : 7+ years

Since November 2022:

Business Analyst at Barclays Pune

Jun 2017 – Nov 2022:

Application Consultant/Business Analyst
at FinIQ Consulting Pvt. Ltd., Pune

Education

**B.E – Electronics &
Telecommunication**

Pune Institute of Computer Technology

Key Projects & Deliverables

- Currently working in Business Analyst capacity in the technology team of Private banking and Wealth Management domain, to deliver changes required for trading platforms
- Handled numerous south Asian client projects, which started from requirement gathering till production support
- I've been exposed to various facets of private banking industry via providing a technological platform for configuring complex financial instruments, managing daily product life cycle and automating workflows
- Been an integral part of the presales team for configuration of financial products for various clients and demonstration purposes which were later used comprehensively in Equity Derivatives projects
- Resolved system validation problems to provide normal program functioning by regular engagement with stakeholders

Skill-set competency & Expertise

- **Functional Domain** – Equities, FX, IR, OTC Derivatives for all asset classes, Vendor management, Business Analysis, Project Management, Requirement Gathering, Stakeholder management
- **Technical Skill-Set** – SQL, Python, JIRA, C, C++, Excel VBA, MS Office.

Languages Known

- English
- Hindi
- Marathi

Certifications

- Applied Business Analytics from ISB Executive Education
- Python for finance: Investment Fundamentals and Data Analytics



Sudheendran PC

Professional Experience : 10+ years

Since April 2024:
Team Member (ERP CC)
Bharat Petroleum

May 2019 – Mar 2024:
Sales Officer, Retail
Bharat Petroleum

Jan 2018 – Apr 2019
Planning officer
Bharat Petroleum.

Oct 2014 – Dec 2017
Engineering & Operations Officer
Bharat Petroleum.

Education

B.Tech in Electrical & Electronics Engineering
Govt. Engineering Collage, Thrissur,
Kerala

Key Projects & Deliverables

- Managed end-to-end Sales and operations of more than 60 Fuel Retail Outlets each in Metro & Non-Metro Cities (Chennai & Kochi).
- Spearheaded in commissioning of dealership Retail Outlets and company directly operating (COCO) outlets with state-of-the art facilities & services.
- Ensured implementation of digitalization and various safety and quality interlocks in Retail Outlets.
- Ensured implementation of various initiatives of the corporation including SBI Co branded cards, FINO, Ufill, ARB etc. successfully in the sales area outlets.
- Made growth in sales of lubricants and ensured All India No. 1 sales area in DEF business.
- Spearheaded in implementation of ISO 50001 (Energy Management) in the biggest terminal of BPCL.

Skill-set competency & Expertise

Functional skills

- Dealer, Vendor & Stakeholder Management, Project Management, negotiation skills, Quality assurance, Training & knowledge sharing.

Technical Skills

- ERP – SAP Material Management, excel- advanced level knowledge, data analytics skills.

Languages Known

- English
- Hindi
- Tamil
- Malayalam

Certifications

- Fundamentals of Management from UCI.
- Fundamentals of Project Management from Google
- Financial accounting from Harvard Business school.



Suraj Vishwakarma

Professional Experience : 5.5+ years

Since December 2020:
Supply Chain Associate (Shared Service)
Azelis India Pvt Ltd

August 2019 – July 2020:
Environmental Officer
Antony Lara pvt ltd

December 2018 - March 2019:
Technician
Altimate Asia pvt ltd.

November 2017 – Nov 2018:
Senior Process Associate
Tata Consultancy Service

Education

M.Sc –Environmental Science
Birla College of Arts , Commerce and Science, Kalyan
(Affiliated to University of Mumbai)

B.Sc – Biotechnology
K.B.P College of Arts , Commerce and Science, Vashi
(Affiliated to University of Mumbai)

Key Projects & Deliverables

Purchase and Sales Order Management

- Process Purchase Orders (POs) and Sales Orders (SOs) efficiently using the ERP system.
- Develop and implement a standard operating procedure (SOP) for order entry and processing.

Product Transport Organization

- Coordinate with external transport partners to ensure timely and cost-effective delivery of products.
- Create and maintain a transportation schedule based on predetermined rules.

Communication Management

- Establish clear communication protocols for interacting with suppliers and customers, both internal and external.

Demand Planning and Inventory Control Support

- Assist in demand planning by providing data and insights on inventory levels and order trends.
- Implement inventory tracking tools to support accurate forecasting and planning.

Business Operations Support

- Provide support to various business operations as assigned, ensuring alignment with overall business goals.

Skill-set competency & Expertise

Functional Domain – Expertise in order management, logistics coordination, inventory control, and communication with suppliers and customers. Competency in following up on goods flow, resolving transportation issues with 3PL, and supporting business operations.

Technical Skill-Set – Proficiency in D365 ERP systems, logistics and inventory management software,. Skills in using communication tools, and technical documentation

Languages Known

- English
- Hindi
- Marathi

Certifications

Classification and Identification of Dangerous Goods in accordance with UNRTDG guidelines - DGM India



Uday Sinha

Professional Experience : 7 years

Since October 2022:
Regional Manager, Capital Market
CRISIL Limited

June 2019 – June 2022:
Manager
Raheja QBE General Insurance Company Ltd.

March 2018 – May 2019:
Partner, Business Strategy and Distribution
Indus Insurance Broking LLP

August 2016 – March 2018:
Sr. Accounts Manager
Bajaj Alliance Life Insurance Company

Education

BBA – Finance
Amity University

Key Projects & Deliverables

Business Development and Client Management
Market Analysis and Strategic Planning

Languages Known

- English
- Hindi
- Marathi

Certifications

Skill-set competency & Expertise



Vallari Borkar

Professional Experience : 5+ years

Since January 2024:

IT Intermediate Analyst, **Citi**

September 2022 - December 2023:

IT Business Analyst II, **Citi**

June 2021 - August 2022:

Risk Officer, **Diagnosearch Life Sciences**

July 2019 - December 2020:

Assistant Manager, **Godrej & Boyce**

July 2018 - June 2019:

Graduate Engineering Trainee, **Godrej & Boyce**

Education

B. Tech – Mechanical Engineering

K J Somaiya College of Engineering

Key Projects & Deliverables

• **Technology Risk & Controls**

- Handled & supported reviews of regulatory critical technology projects focusing on SDLC, digital transformation, and control testing
- Trained team members on completed projects & their nuances
- Supported in identifying risks & challenges in the project plans and raising them to key stakeholders
- Conducted risk assessments of the technology project implementation
- Ensured clearly documented path-to-green for high risk projects

• **Strategic Sourcing**

- Managed procurement of traded home furniture portfolio with sourcing value of Rs. 40 crores
- Achieved annual cost savings of Rs. 3 crores
- Mediated marketing-vendor relations for product gap analysis, designs, and costing
- Formulated supply chain for new product development

Skill-set competency & Expertise

- **Functional Domain** – Technology Audit, Quality Assurance, Risk Management
- **Technical Skill-Set** – Data analysis with Excel, MS Visio, MS Access

Languages Known

- English
- Hindi
- Marathi

Certifications

Product Manager Certification from Product School



Vikash Kumar

Professional Experience : 10.5+ years

Since December 2022:
Product owner, **AGCO Corporation**

May 2021 – November 2022:
Lead Business Analyst, **Persistent Systems**

February 2019 - May 2021:
Senior Business Analyst, **CGI Private Ltd.**

July 2017 – Nov 2018:
Senior Software Test Engineer I, **FIS Global Business Solutions**

May 2013 – April 2017:
Associate Consultant, **Capgemini**

Education

B. Tech. – Electronics and Communication Engineering
NIST, Biju Patnaik University of Technology

Key Projects & Deliverables

- **Led the implementation of a company-wide Salesforce** Service Cloud rollout, resulting in a 30% increase in service productivity and a 25% reduction in case/claims cycle time
- **Spearheaded the integration of Salesforce with existing ERP** and marketing automation systems, creating a unified customer view across departments and improving data accuracy by 40%.
- **Managed the development and launch** of a custom Salesforce-based contact center system, streamlining the patient management process for internal agents, doctors/nurses, and back-office users.
- **Orchestrated the migration** from Salesforce Classic to Lightning Experience, resulting in a 20% improvement in user adoption rates.
- **Implemented an AI-powered** customer service solution using, reducing average case resolution time by 35% and improving customer satisfaction scores by 15%.

Skill-set competency & Expertise

- **Functional Domain** – CRM Strategy, Business Development, Product Management, Agile Methodologies, Stakeholder Management, Data Analytics, User Experience, Integration Architecture, Requirements Gathering, Sprint Planning, Release Management, Vendor Relations, Performance Metrics
- **Technical Skill-Set** – Python, Salesforce Administration, Sales/Service/Health/community Cloud, API Integration, Data Migration, Security Management, Flow Builder, Reporting Dashboards, SOQL/SOSL

Languages Known

- English
- Hindi
- Bhojpuri

Certifications

- Salesforce Administrator
- Salesforce Business Analyst
- SAFe 6 Product Owner/Product Manager
- Salesforce Service Cloud Consultant



Vinay Khade

Professional Experience : 16+ years

Since May 2016:

Senior Manager, PNG Maintenance,
Mahanagar Gas Ltd., Mumbai

June 2008 – May 2016:

Deputy Manager, Plant Operations,
JSW Energy Ltd., Ratnagiri

Education

**M.E. – Mechanical Engineering,
Design,**

Rajarshi Shahu College Of Engineering,
Savitribai Phule Pune University

B.E. – Mechanical Engineering

Sinhgad Institute of Technology,
Savitribai Phule Pune University

Key Projects & Deliverables

- Core responsibility for the Sustainability of Key Equipment in CGD Business like DRS- District Regulating Station & MRS- Metering Regulating Skid
- Maintenance of PNG installation at Industrial & Commercial Customers
- Accountable for Zero Downtime & Uninterrupted Gas supply, Resource Management, Inventory Control & Reconciliation.
- Handled crucial projects to cutdown the LUAG-Loss of Un-Accounted Gas
- Handled in key areas of a Turnkey Green field Project of 4x300MW, Coal based Thermal Power Plant.
- Vital role in deliverance of the TPP Project, Erection, Commissioning & Operations of the Plant Equipment like Boiler, Turbine-Generator & BOP and their auxiliaries.
- Accountable for Uninterrupted, Accurate Power Generation and Availability of Critical Equipment in the Process.

Skill-set competency & Expertise

- **Functional Domain** – Operations & Maintenance, Planning & Budgeting, Project Management, Cost Reduction, Resource & Inventory Management, Vendor Development & Management, Customer Relationship Management.
- **Technical & Soft Skill-Set** – Distributed Control System (DCS), Programmable Logic Controllers (PLC), Supervisory Control & Data Acquisition (SCADA), Meter Interface Unit (MIU), Electronic Volume Convertor (EVC), SAP- ERP.

Languages Known

- English
- Hindi
- Marathi

Certifications

- “Leadership Development Journey” conducted by JOMBAY
- “Multi-Hazard Safety & Disaster Reduction in Industries” conducted by National Institute of Disaster Management



Yuvraj Rane

Professional Experience : 6.5+ years

Since October 2023:

Sr Executive Engineer- sales and Customer Services

Siemens Rail Automation Pvt ltd

October 2021 – September 2023:

Sr. Executive – Bid management

KPMG Assurance and Consulting services LLP

September 2018 -September 2021:

Jr. Executive Engineer – sales and Customer Services

Siemens LTD

November 2017 to August 2018:

Graduate trainee Engineer

Venkateshwara Automation and control Pvt Ltd

Key Projects & Deliverables

- **Sales and customer Services:-** Handling sales and customer Services operations of South Region for Railway Signaling business with full profit and loss responsibility. This involves handling of Annual maintenance contracts for all Railway signaling systems like Audio Frequency Track circuits, Digital Axle counters and Electronic Interlockings.
- **Core Competence:-** Techno-commercial bids for Service contracts
- **Project management :-** Project management for Railway signaling AMC services, to ensure the 100% functionality of the signaling systems through Comprehensive, Corrective and Preventive maintenance.
- **Cash Management / Periodic Cash estimation / MIS**
- **Proposals management :** , Making Proposals, Quotations for customer, and negotiating Bill of Material for Railway Signaling system, E-tendering for public sectors and private Railway yards

Skill-set competency & Expertise

- **Functional Domain –** Business Development, Project Management, Competitive Bidding Solutions, E-tendering, Vendor management, Bid management
- **Technical Skill-Set –** Programmable Logic Controllers (PLC), Supervisory Control & Data Acquisition (SCADA), Human Machine Interface (HMI), Safety PLC, Process Instrumentation, Function Block Diagram Programming, AutoCad, MS Office.

Languages Known

- English
- Marathi
- Hindi

Education

Post Graduate Diploma In Electric Mobility (PGD-EM)
Pune university

B.E- Electronics and telecommunication
North Maharashtra University