

ANISH PUJARI

Business Consulting, Business Strategy, Project Management, Management Consulting & IT Advisory

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+ Bangalore,India



Passport No : L7132337

WORK EXPERIENCE (6.3 YEARS)

Business Consultant/Product Manager

Fendahl Technology

03/2019 - Ongoing + Nagpur/Bangalore

Served clients in Oil and Gas, Metal/Mining, Food(Import and Export), Energy,& Petroleum focusing on cost cutting & performance improvement solutions, digital ecosystems and refined processes through digital solutions.

- Product & service advisory on roadmap to clients in setting up project scope and management to create more impactful delivery.
- 5 Implementation within 18 months with 3 Project as Lead consultant.
- Delivered and designed program management cadence for cost reduction/profitability, business strategy, technology transformation, organizational change management, and merger management in multiple domains at client sites from start to end analytic and technical solutions.
- Engaging with key client stakeholders to structure key elements of a transformation and drive user adoption to drive sustainable impact.
- Leadership & Mentoring over business transformations by coaching client on business cases development , CTRM Product expertise, implementation of Integration best practices and governance taking in to account a breath of standard program management capabilities such as stakeholder management, people management,quality management and scope management.
- Conducting onsite workshops and product demo/ trainings for multiple clients across globe.
- Developed and drove utilization of Standard Operating Procedures (SOPs) across globe for FUSION(CTRM)

Management Consultant

KPMG

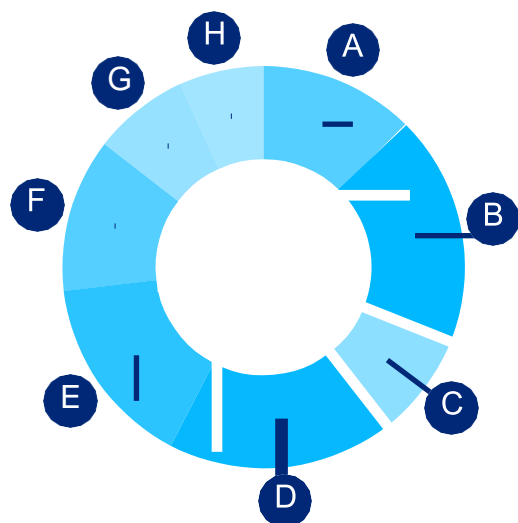
2018 – 2019+ Bengaluru

- Represented KPMG Advisory Team and delivered Behavioral and Competency Analysis of VIT Faculty Development Program.
- Work included Advisory services, Management consulting and driving business transformation in fields such as operation excellence, program management and digitization for global companies
- Lead continuous improvement programs on cost reduction and quality product delivery through Analytics and Lean manufacturing
- Interview the client's employees, management team and other stakeholders.
- Consulted clients in adopting organization change management by performing feasibility analysis, setting up process framework, understanding process and technology gaps, process
- Enacted change and continuous improvement increasing the productivity and efficiency of the teams
- Spearheaded end-to-end programs on business transformation, operational excellence and analytics for clients in industries such as Product, IT/ITES, Educational Institutions, Healthcare.

SUMMARY

Experienced digital strategy & Business transformation consultant with successful track record of delivering high profile CTRM, PMO & product design programs on cost savings, profitability & digital strategy.

INDUSTRY EXPERTISE



- A Strategy & Digital Consulting Business
- B Analysis & Service Delivery Program
- C Management
- D Solution / Digital Advisory
- E Client Relationship
- F Product Management
- G Thought Leadership
- H Mentoring & Coaching

MOST PROUD OF

> **Performer of the Quarter(Happay)**

> **Best Implementation Accolades (Nirma- KPMG)**

WORK EXPERIENCE (6.3 YEARS)

Lead Account Development Associate

 **VA Tech Ventures Pvt Ltd**

2017 - 2018 + Bengaluru

Accountable for business development and key account development in Mumbai, Chennai and Hyderabad. Presented our SaaS solutions to the C-level executives, top management of MNCs and SMEs/SMBs.

- Contribute information to sales strategies by evaluating current product results; identifying needs to be filled; monitoring competitive products; analyzing and relaying customer reactions
- Identify development potential in accounts by studying current business; interviewing key customer personnel and company personnel who have worked with customer; evaluating additional needs; analyzing opportunities.
- Develop sales by making initial presentation; explaining product and service enhancements and additions; introducing new products and services
- Initiates sales process by building relationships; qualifying potential; scheduling appointments.
- Responsible for maintaining a long-term association with the current clients and generate new business. Design appropriate solution basis Happay's core offering
- Coordinating and supervising a team of lead generation and account development executives
- Identifying new prospects and generating business from them.

Junior Business Analyst

 **GraceStrategies Pvt Ltd**

2012 - 2015

- Responsible for ETRM and CTRM consulting services and pre integrated software solutions.
- Formulate the business visions and Implement the functionality requirement of three products Commodity XL(CXL), Lawsons M3 and Executive Reporter(ER).
- Work included RFPs. RFIs and creating value propositions.
- Worked for NUTRECO(Animal nutrition and fish feed producer) client and successfully delivered the product which was approved by VP.

Details

- Member of Model United Nations(MUN) Committee at IMT.
- Member of Zimfonia at IMT. Music Forum of IMT.
- Represented Honk Kong in Model United Nations'15 held at IMT campus.
- Completed Live Project on Account Application Integration with CRM application and its implications on companies under FINILITE Technologies.
- Selected as an attendee at TEDx Event.
- Organized events at the level of college and during work experience.

Business Skills: Management Consulting, Project Management, Business Development, Lead Generation, B2B Sales, Service delivery, Product Consultant, Communication skills, Business implementation, Problem Solving and solution providing abilities.

Technical Skills: SPSS, R programming, Tableau, ERP and SCM Modules (Lawson's M3), Trading solution Commodity XL ,C++,C, SQL,MS Office

COURSES

 **PMI Agile Certified Practitioner**

 **Business Analytics using R and Python**

 **Financial Foundations and Risk Management**

EDUCATION

M.B.A
Institute of Management technology

BE(Mechanical)
Nagpur University

HSC
Maharashtra State Board

SSC
CBSE