



Mr. Kothuri Venkat Dinesh

- **Date of birth:** 13/05/1989 ● **Nationality:** Indian
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Profile

Thank you for taking the time to review my resume. I'm having more than 6 years of work experience as Business Analyst and Senior consultant in **Wipro and Oracle Financial services Ltd.** respectively. I have pursued **Masters in Business Administration** with major in Marketing and minor in Human Resources from **BITS Pilani, Pilani Campus**. Success is what motivates me to do a good job. I am a hardworking, passionate, adaptable, self learner and energetic seasoned manager who gives attention to details. These qualities will help me achieve greater professional success which keeps me going. Also, I feel that aligning the company's vision and values with my own is one of the ways to achieve professional success.

Seeking to utilize strategic thinking, research, and planning skills developed from 4 years of consulting experience in your organization. I am **willing to relocate** as per business requirements and open to travel. I also hold **B1/B2 US Visa valid till 2026**.

Work experience

07/2020 – present
Mumbai, India

Product Manager(Intervention Specialist) Illumine

- Coach Audit
- Engagement related assignments
- Spearheaded Cultural Change in Tata Steel
- Introduced and trained new 2 credit lab course in more than fifty colleges of Biju Patnaik University of Technology
- Surfaced tacit knowledge - expectations to build work models and exploriums.
- Collaborated with a diverse team of professionals to provide high quality instruction.
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07/2016 – 05/2020
Bangalore, India

Senior Consultant Oracle Financial Services Software Limited **Job Responsibilities:-**

- Part of development, testing and implementation of banking solution using FLEXCUBE for various clients.
- Requirement gathering, developing Solution Approach Documents, Functional Specifications and testing.
- Involved in Software Quality Assurance and part of quality management team.
- Training and monitoring the associate consultants on the daily work progress. Helping them with understanding the requirements
- Hands on experience in SQL
- Experience in handling various FLEXCUBE modules and executing Automated End of Day (AEOD) process
- Working across teams seamlessly and bridging the gaps , follow up existing clients and coordinate support.
- Plan and Perform various test cycles like integration testing, and system testing
- Plan, organize and conduct workshops to facilitate discussions and decisions for building business applications.
- Work with other business systems analysts and the development team in converting the business solution into technical designs



Work experience

01/2016 – 06/2016

Los Gatos, USA

- Create and manage documentation as appropriate related to creation of desktop manuals, test scenarios and test conditions.

Intern-Market Research & Business Development Knox Payments

Job Responsibilities:-

- Counseling customers on banking products and services
- Generating new business by selling to prospective and existing clients
- Understand the merchants and complying to banking standards laid down by NACHA
- Closely working with existing clients , renewing contracts and lead generation
- Customer feedback and set up meetings to know as to how the product can be improved
- Develop and maintain a lead pipeline and partner with the Sales team for lead management
- Reaching out to high risk merchants and demo KNOX's offerings & value proposition.
- Understanding their requirement and presenting the requirement to the technical team for feasibility.
- Design and develop required presentations for online and direct business development.

05/2015 – 07/2015

Bangalore, India

Intern- Strategy and Business Development Reliance Retail

- Ensure optimum utilization of available promotional offers and identifying new growth avenues for increasing sales through rationalization of the same
- Co-ordinate with the strategic department at the corporate office for implementing promos
- Prepared a document on effectiveness of the existing promos and suggested improvements
- Brief understanding of the retail sector especially Reliance Trends and the way the organization operates
- Having an in-depth knowledge of business products
- Following industry trends locally and internationally
- Reporting on successes and areas needing improvements

08/2011 – 10/2013

Pilani, India

Salesforce Consultant Wipro Technologies

- Worked in multiple projects with clients such as Philips, General Electric and Shell.
- Studying and summarizing the input data given and drafted data migration strategy along with team lead.
- Project planning, Scheduling project deliverable, design execution and quality check of the datasets efficiently.
- Processed various data from different markets – Russia , Asia Pacific , Europe and North America
- Coordinating with the onsite team and customers for any quality issues and improvements.
- Compliance spokesperson for GE and part of resource allocation, delegation and supervising new recruits.
- Worked in Philips office along with multiple stakeholders



Education

08/2014 – 05/2016

Pilani Campus, Pilani, India

MBA (Major : Marketing , Minor: HRM) Birla Institute Of Technology and Science

- Secured First Division
- I was part of HR club - Manav

Education

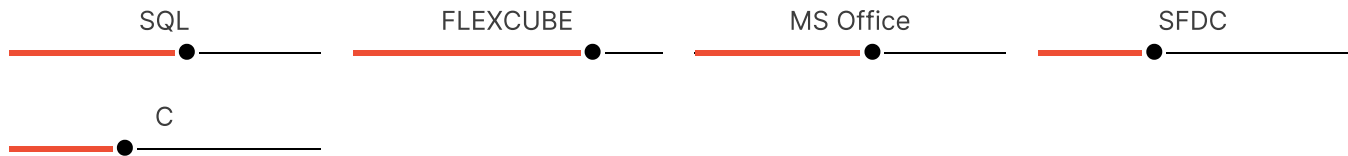
06/2007 – 05/2011
Visakhapatnam, India

Electronics and Instrumentation Engineering GITAM

- Secured First Class with honors

Skills

– SOFTWARE SKILLS

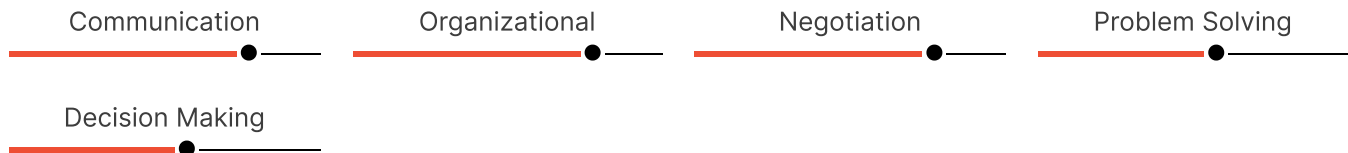


– LANGUAGES

English **PROFESSIONAL** Hindi **PROFESSIONAL** Telugu **NATIVE** French **ELEMENTARY**

Oriya **LIMITED**

– INTERPERSONAL SKILLS



Achievements

- Core member for HR Club (Manav) - BITS Pilani for session Sep 2014 – Jan 2016
- Worked as Student Coordinator for International Conference on Evidence Based Management (ICEBM) and Interface (Management Fest) at BITS Pilani, Pilani Campus for session Mar 2015 .
- Part of department of music , BITS Pilani (Gurukul) and performed in NSS event – Junoon and in celebrations like Aug 15th and Oct 2nd
- Awarded Team of the Month for outstanding contribution to Philips Project.
- Awarded Certificate of Appreciation by GE-SFDC, Wipro for being People's Champion .
- Awarded Pat on the Back for maintaining consistency in quality and taking ownership of Banco Economico Project
- Awarded First prize in Beg Borrow Steal event conducted in Management fest INTERFACE
- Part of Book club initiatives , emergency response team

Certificates

05/2013

Dev 401 and ADM 201 SFDC

Cleared with Honors



Hobbies



Getting lost in a good
book



Listening Music and
Singing



Swimming



Exploring new places