##### **VAMSI KRISHNA. K.V**

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**SUMMARY:**

Experienced Account and Project Manager handling the Enterprise level Customers with yearly portfolio of over $4M.Proven track record in managing the Scope, Risk, Estimations and Team meeting the Quality Delivery milestones. Certified Scrum Master & SAFe Agilist with utmost care Process Setup for seamless Monitoring and Control on the Tasks and Activities. Handled the Onsite and Offshore Composite Model. Involved in MSA, RFP, Contract & SOW Discussions.

**PROFESSIONAL SUMMARY:**

* 16+ Years of IT experience in roles of Project, Account Management, Scrum Master, Business Analyst & Test Manager
* SAFe certified Scaled Agilist driving the Implementation and ceremonies for 2 Yrs.
* Scrum Alliance Certified SCRUM Master with 4+ Years in managing multiple Scrum Teams
* Worked in Product Based and Service based environments in Offshore and Onsite composite model.
* 5+ Years in Salesforce Practice managed 25+ Projects from the ideation to deployment stage of Fortune 500 Customers
* Handled the projects both in Fixed Price and Time & Material mode spread across all phases of life cycle.
* Excellent command and expertise in Program & Project Management in delivering comprehensive business solutions using Salesforce / Force.com platform.
* Successfully managed portfolio of $4M+ last 3 years, stressing more on the Account Forming and Planning.
* Responsible for MSA & SOW preparation/negotiation and contract management.
* Proficient in Scope Management including the Effort & Cost Estimation.
* Over 5 years of strong experience in executing projects using Salesforce Sales Cloud, Service Cloud, Community Cloud
* Experience in Business Analysis, Testing assisted in providing value adds to clients and taking them to Implementation
* Strong exposure and knowledge in Agile, Iterative, Incremental and Water Fall SDLC Methodologies
* Strong in Risk Management (Mitigation, Contingency planning) and Reporting to all concerned stakeholders.
* Full Project life cycle analysis and documentation, including Terms of Reference, Business Requirements, Functional Specifications, Implementation Plans and end-to-end business process management.
* Process Oriented and the adherence led the projects selected for the External Audits related to ISO Certifications.
* Proven experience in managing 50+ team members across different regions across the globe.
* Well versed with the client engagement at different platforms like WSM, MBR and QBR for providing the latest updates and the value adds for Account growth.
* Resourcing based on the skills needed for managing the Scope of the Project
* Customer centric professional with excellent relationship and delightful customer experience in the project life cycle
* Experience of 10+ years in Training students in areas of Software Engineering, Development Life Cycle Models, Quality Process Project Management and latest technology areas like Cloud Computing, Distributed Computing etc.
* Experience in Defect Management, Defect Analysis, Quality Metrics Preparation.
* Well versed in Risk Management involving all the stakeholders, stressing on the Risk Evaluation.
* Excellent verbal and written communication skills. Documentation and presentation of the business solutions and delivery methodologies clearly and concisely, using effective written reports and diagrams.
* Experienced in Coaching, Mentoring the Colleagues in different areas of Development life cycle phases
* Conducted multiple training programs in organization related to Configuration Management, Development Life Cycles, Risk Management, Quality Management System.
* Excellent Project governance, including day-to-day / on-need basis management and resolution of risks, issues and dependencies by coordinating with Business Analysts, Project Managers, Leadership / Management team, Business stakeholders for exceptional and smooth delivery outcome.
* Passionate, dedicated, positive minded and a quick learner with win-win attitude

**ADDITIONAL QUALIFICATIONS**

* **SAFe Certified Scaled Agilist**
* **Scrum Alliance Certified Scrum Master**
* **Salesforce Certified Administrator**
* **Salesforce Certified Service Cloud Consultant**
* **Salesforce Certified Community Cloud Consultant**
* **Persistent Certified Project Management Professional & Scrum Master**
* **ISTQB Certified Foundation Level Tester.**
* **ISTQB Certified Advanced Level Tester – (Functional, Technical & Test Manager).**
* **ASQ Certified Software Quality Engineer.**
* **ASQ Certified Quality Auditor.**

**ACADEMIC QUALIFICATIONS**

* MBA from School of Management Studies, JNTU Hyderabad
* Master of Science in Software Systems from BITS Pilani, India
* Bachelor of Technology in Electronics and Communications Engineering from JNTU

**PROFESSIONAL EXPERIENCE SUMMARY:**

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| **Organization** | **Title/Position** | **Duration** |
| Persistent Systems Ltd | Technical Project Manager | NOV 2012 – Till Date |
| Sum Total Systems Inc, Hyderabad | Test Lead | JAN 2011 – NOV 2012 |
| IBM India Pvt. Ltd, Hyderabad | Test Specialist | JUL 2010 – JAN 2011 |
| Semantic Space Technologies, Hyderabad | Senior Test Engineer | JUL 2007 – JUL 2010 |
| IntelliSoft Inc, USA | Test Engineer | MAY 2004 – FEB 2007 |

**TECHNICAL AREAS OF EXPERTISE:**

* **Languages/Scripting** – C, Java, JavaScript
* **Databases** – SQL Server, Oracle
* **Operating Systems** – Windows, Unix (Solaris, AIX, HP-UX),
* **Tools** – Mercury Test Director, JIRA, Quality Center, ALM, SOAPUI, Informatica, QTP
* **Platforms** – Salesforce (Sales Cloud, Service Cloud, Administrator, Community Cloud)

**PROJECTS EXPERIENCE:**

**Persistent Systems Ltd, Hyderabad (Nov 2012 – Till Date)**

**Role : Technical Project Manager/Account Manager/Scrum Master**

**Key Notable Projects/Accounts : Baxter International Inc**

**Medtronic Inc**

**ThermoFisher Inc**

**Bio Reference Labs**

**Key Responsibilities:**

* Successfully implemented SAFe for a Program
* Managed Multiple Squads as Scrum Master for over 4 yrs duly following the cermonies
* Project Management of the projects across the accounts by finalizing the scope and staffing accordingly.
* Scope Management for the engagements considering the interdependencies and integrations
* Identification of the licenses need for each project and providing a Business closure
* Value Add presentation for the Cost benefit in future for Account Forming
* Solution Design interacting with Business Analyst and Technical Architects
* MSA, SOW documentation with the closure based on the estimations
* Process Implementation with the related documentation
* Client Communication in the multiple platforms with the related documentation like WSR, MSR, QBR.
* Risk Management Review and Metrics reports including the Effort, Schedule and Cost Variance

**Role : Test Manager & Test Engineer**

**Key Notable Projects/Accounts : Unified Data Model (UDM) for Skillsoft India Ltd**

**FreeBird (ITaaS) for IT Dept of Persistent Systems Ltd**

**Electronic Collections and Recovery (ECaR) for Wells Fargo (India) Solutions**

**Key Responsibilities:**

* Requirement Management and Review for planning the tasks to meet the timelines
* Developed and Reviewed Test plan and Test cases for Functional evaluation
* Designed and Developed the Automation framework for Web Service Testing
* Extensively involved in automation of Infrastructure testing using the Tempest OpenStack Test Suite
* Risk Management involving all the stakeholders of the Project
* Team Management assigning based on the skill set of the team member
* Prioritizing the activities across to minimize the Schedule Variance
* Test Planning identifying the integration and impact areas for designing the Regression Suite
* Defect Triage discussions and Functional Demos to Business and assisting in UAT.
* Well versed with the tasks across the stages of the Test Life Cycle

**Sum Total Systems Inc, Hyderabad (Jan 2011 – Nov 2012) (Currently Skillsoft India Ltd)**

**Role : Test Lead**

**Key Notable Projects/Accounts : Learning Management Systems**

**Key Responsibilities:**

* Review business/feature requirements and design specs
* Extensively studied the design documents to gain the functionality change of the application
* Develop and review test plan and test cases
* Work estimation and allocation; monitoring and tracking test and release status
* Track and analyse test metrics, Conduct regular defect analysis
* Co-ordinate between teams across different sites for planning and test activities
* Provide regular feedback and assistance to team members, coach and mentor them

**IBM India Pvt Ltd., Hyderabad (Jul 2010 – Jan 2011)**

**Role : Test Specialist**

**Key Notable Projects/Accounts : Achmea Solvency II Program for Achmea**

**Key Responsibilities:**

* Reviewing feature requirements and design specs
* Developing and reviewing test plan and test cases
* Work estimation, allocation and test status tracking
* Analysis of transformations for expected results for physical test cases
* Analysing test and defect metrics
* Test status tracking, preparing and sharing test status repots
* Coordination between team members across different

**Semantic Space Technologies, Hyderabad (Jul 2007 – Jul 2010)**

**Role : Business Analyst, Scrum Master & Test Lead**

**Key Notable Projects/Accounts : Secondary Market Research**

**Data In Document Out (DIDO)**

**Job a Fair Portal**

**Key Responsibilities:**

* Conducted daily SCRUM Meetings
* Review feature requirements and design specs
* Prepare test plan and test cases
* Perform Functional, GUI, and regression testing
* Test status tracking, preparing and sharing test status repots
* Involved in planning the work allocation

**IntelliSoft Technologies, Inc, USA (May 2004 – Feb 2007)**

**Role : QA Analyst**

**Key Notable Projects/Accounts : BAN for Cingular Wireless Inc**

**Internal and External facing websites for Verizon**

**Key Responsibilities:**

* Review feature requirements and Dev design specs
* Prepare and review test cases against requirements specifications.
* Perform Functional, GUI, and regression testing
* Test status tracking, preparing and sharing test status repots