

Prasad Kavuri

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Professional Summary

A Technical and Delivery/Program Manager with proven delivery capabilities, client management, internal stake holder management, , account & operations management ,exposure to multiple development methodologies, testing methodologies, test consulting quality processes and P&L management.

Key Career Highlights

- Over 20+ years of experience in Delivery Management, Account Management, Operations, Program Management & Competency Building as Global Delivery Manager .
- Complete P&L for the entire business unit responsible
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- Proven ability to manage tactical and strategic high impact delivery by growing and managing high performing teams at various levels of maturity – start up to mid maturity to seasoned teams.
- Excellent track record in tracking and driving and deadline driven due diligence requirements of valuable client relationships
- Proficient in all elements of the Offshore Delivery value chain – Strategy, Design, Transition, Operations, Continual Improvement and Client Management
- Extensive Strategic & Operational experience in managing multiple projects, delivering testing projects / end to end testing services on Global Distributed Delivery model – spanning different technologies and geographies.
- Expertise in Testing Practice - Delivery, Consulting, Competency, Market Development, Operations, Pre Sales and Strategic Marketing
- Proficient in defining, setting up and delivering - Testing COE / Practice
- Extensive Experience the ERP Domain space: BaaN, SAP, Acumatica.
- Worked as India Testing Practice Head for developing standards, procedures and processes.
- Planning, Tracking Tasks, Resource Management, Risk mitigation plans and estimations.
- Cost optimization by implementing right tools & techniques and continues process improvements.
- Talent identification, acquisition and retention, Effective Team building and mentoring the team for high productivity and profitability
- Process expertise and metrics driven delivery ability under ISO 9001:2000 and SEI CMM Level 5 complaint process

Education & Certifications

- M.Tech (Mechanical Engg) from REC Warangal
- Post Graduate Diploma in Project Management (PGDPM) from University of Hyderabad
- PMI - ACP Trained (Preparing for certification)
- PRPC (Pega) Certified
- PMI Trained from Satyam Learning Centre
- CSTE Certified

Employers

- **Delivery Manager – IT @ SATRA Infrastructure Management Services Pvt. Ltd** (Jun 18- DEC 2019)
- **Delivery Manager- @ Kensium Solutions** (DEC 2016 - DEC 2017):
- **Associate QA Director - @ Atum IT Services.** (SEP 2015 – SEP 2016)
- **Practice Manager, QA&QC, - @ Yash Technologies.** (Nov 2007 - SEP 2015)
- **Manager Testing @ Satyam Computers Services Ltd.** (JUL 2005 - NOV 2007)
- **Senior Test Lead @ Virtusa (India) Pvt. Ltd** (SEP 2003 - JUL 2005)
- **Senior Test Engineer @ Baan Info systems,** (MAR 2000 - AUG 2003)
- **Senior Software Engineer @ Metamor Global Solutions (MAR 1998 – MAR 2000)**

Technical Expertise: Delivery Management, Program, Account and Operations Management, Test Leadership, Test Consulting, Test Automation, Process Improvement, Functional Testing, System Integration Testing, HP QTP, Quality Centre

Industries: ERP, Retail, SCM, Manufacturing, Pega.

Overseas Experience South Korea, Switzerland. Valid B1, USA.

Sample Projects & Customers handled:

- **NHAI, MoRTH, NHIDCL**
- **Acumatica (Cloud Based ERP)**
- **WestTrac**
- **Xcellapay**
- **JohnDeere**
- **Stanley**
- **Sales Manual**
- **Voucher Portal**
- **Yamaha 24X7**
- **Fred Loya**
- **Monsanto**
- **Pega Systems**
- **BaaN ERP**

Summary of Responsibilities :

- Handled a Team 150+ resources in the Capacity of Delivery heads, Project Managers, Test Managers, Senior Leads, Leads etc.;
- P&L of the entire Business Unit
- Manages entire development organization focusing on the company's core technology capabilities and direction
- Planning all aspects of Project including statement of work, estimations, project plan, detailed WBS, and resource needs
- Analyse business requirements, prepare conceptual solution, functional specification documents and get sign off from client.
- Plans, directs and coordinates operational activities at the highest level of management, with the help of the Delivery Heads and Project Managers on statement of work, estimations, project plan, detailed WBS, and resource needs
- Presales Activities (Addressing RFI, RFP, Collaborating with Stake holders)

- Managed QA / testing through all phases of the Software Testing Life Cycle including scoping, design, prototyping, Unit Testing, Integration Testing, System Testing, User Acceptance Testing, Smoke/Sanity Testing, Security Testing.
- Experience in Testing the large ERP Applications and automating the BaaN, SAP ERP
- Designed, built and managed complex test environments
- Weekly/Monthly reporting overall health of the project to stake holders and leadership team
- Identifying leaders within the team, and developing/motivating team members via tools such as Individual Development Plans (IDP) and other means.
- Process expertise and metrics driven delivery ability under ISO 9001:2000 complaint process.
- Establish organizational goals, get commitments from managers and other direct reports, coach on meeting commitments and conduct performance reviews
- Have regular meetings with team members to ensure smooth operations and employee morale
- Provide effective, constructive, and timely feedback to their team, set the bar and help their teams to meet and/or exceed it
- Work with Client and stakeholders to establish an account level engagement strategy.
- Support the sales team for business acquisition, account mining including responding to large outsourcing RFPs.
- Resource planning, fulfilment, and talent engagement in terms of mentoring & leadership development
- Performance management discussions Quarterly/Half yearly/Yearly