

Munavar Nahas

 Munavar | munavarnahas@gmail.com | Sunnyvale, CA 94086 | +1 408 802 7708

SUMMARY

- Six years of Program Manager Industry experience in full cycle implementation of smart lab solutions.
- One year of Business Development Manager Experience.
- Outstanding organizational and time management skills showcased in high impact and time critical industry projects.

TECHNICAL SKILLS

Application Expertise: • LIMS • LES • LIS • CRM • Inventory Management System • Asset & Procurement Management • Service Calibration Management System • Document Management System • ELN (Electronic Lab Notebook) • Business Development Management • Finance Management System • Lab Informatics • Client portal • Mobile apps.

Project Management: • Agile scrum methodology • Lean software development • Kanban • Business requirement analysis & scoping • Process improvement • Strategic growth plans • SaaS • Risk mitigation • System integrations & migrations • Enterprise solution implementation • SDLC • JIRA • Asana • ClickUp • Smart sheet • Gantt Chart • MS Project • Slack.
Other: • MS Azure, AWS Cloud environment • SQL • HTML • IIS • Office365 • Google suites • iWork • MS Visio • Ed draw • ISO17025:2005 & 2017 • US CFR21Part-11 • GxP (L,M) • ASTM • HL7 • NABL • USFDA • EU • DAC • SOPs • STP.

EXPERIENCE

Kritisoft, Sunnyvale, CA | Sr. Program Manager

JUNE, 2014 – Present

- Design, customization, implementation and training of enterprise **LIMS** projects for R&D, QC labs across multi-domains conforming to regulatory practices of the region of operation, achieving 100% adaption to smart LIMS environment for **22** lab projects globally.
- Delegated cross-functional teams with 20+ developers, analysts and domain specialists.
- Managed project budgets, project charter, BRD - PRD, SOW, WBS, SWOT analysis, risk identification and mitigation strategies weighing scope, budget, quality, team and schedule.
- Drove high-quality completion and enterprise wide implementation of projects such as inventory management, calibration monitoring, asset and procurement management, CRM, website to business exchange portal, business development & marketing, finance management system, enterprise security audit control system , ML based dashboards & reporting and mobile applications for field operations.
- Led large/medium scale, top-priority and complex initiatives utilizing best project management methodologies and collaboration platforms.
- Documented and standardized web deployment and post deployment procedures, reducing deployment cycle by 30% with mindfulness to continuous improvement of the project liaising with stakeholders.
- Worked with leadership team to prepare leadership presentations, operations reviews, and strategy reviews.

Kritisoft, India | Business Development Manager

JUNE, 2013 – JUNE, 2014

- Generated new and repeat orders from existing clients through networking, conferences, negotiations, resulting in over \$400K in new and recurring business.
- lead generation, onsite marketing, sales, facility & finance management, bid participation, CRM, quotation generation, follow-up, estimation, performance evaluation.
- Strengthened client relationships through 2 on-sites per year collecting client feedbacks.
- Drove product initiatives & release across website, workshops, social, and digital advertising platforms and achieved 20% increase in customer reach.

EDUCATION

DE ANZA COLLEGE, CA, UNITED STATES

JAN 2020

PROJECT MANAGEMENT PRACTITIONER | *PMI*®

- Project Management • Planning and Control • Risk Assessment and Mitigation • Managing Outsourcing
- Agile Project Management.

UNIVERSITY OF KERALA, INDIA

MAY 2013

B.TECH IN ELECTRONICS & COMMUNICATIONS ENGINEERING