

Harshil Anil Majithia

Consultant – Infosys



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Executive Profile

Futuristic & Forward Looking Leader with superior skills in translating complex and abstract ideas into sound & easily understood technical directions.

Location Preference: Mumbai, Pune

- **Technology Professional** offering diversified experience of **over 7 years** in building products
- Proven success in designing technology strategy and in managing **product engineering life cycle** for multi-platform software products
- **Core technical expertise entails** Operational Excellence, Strategic planning, Revenue Enhancement and Competitor Research
- **Added value to the efforts of organization** and drove organizational objectives by driving operational excellence, deploying innovative UI / UX solutions, building strategic communication plans and reducing cost
- Expertise in implementing **Waterfall – Iterative** and **Scrum Agile Methodologies** with proficiency in leading project teams & maintaining high-quality deliverables within time & budgetary parameters
- Devised & implemented **product management plans** after studying current market insights & technology trends and effectuating the same for different segments; designed product roadmap to match with product vision and strategy
- Successfully helped teams and organizations in **Agile Transformation** with a strong belief in **Principles over Practices** and **Being Agile over Doing Agile**. Implanted Scrum Values across the teams for better results.
- Exhibited excellence in working on **multiple projects** encompassing Somaiya Alumni Portal, Mumbai Sales Live Screen, Discount Automation, Retail Ops Central (KYC 2.0) and Admission System for KJSIEIT
- **Product Specialist** with success in delivering products in various environments including product led, project driven, and customer focused
- Innate talent for leveraging **technology & automation** to eliminate inefficiencies and optimize use of available information
- Excelled in identifying & nurturing skills for building **performance teams** capable of managing complex product development responsibilities
- **Effective in managerial role:** Overcome complex process challenges and make high-stakes decisions using judgment, strong work ethics and irreplaceable integrity

Soft Skills



Critical Strengths & Competencies

Product Owner/ Product Management



Customer Engagement/ Solution Delivery



Scrum Implementation



Strategic Planning & Execution



Stakeholder Management



Agile Coaching / Transformation



Program / Project Management



Requirement Elicitation



Team Management & Mentorship



Timeline



Rewards & Recognitions

- **Best Team Award** in 2021
- **Value Champion Award** in 2019
- **Monthly Top Sales Performer** seven times
- **Quarterly Top Sales Performer** two times
- **Consistent Performer** two times
- **Weekly NPS Award** ten times

Professional Experience

Jun'20 – Till Date: Infosys as **Scrum Master**

Sep'18 – Apr'20: Techblocks as **Project Manager**

Worked with below mentioned clients on projects as per company requirement.

Sep'19 – Apr'20: Toyota Tsusho Asia Pacific as **Product Owner (Consultant)**

Jan'19 – Aug'19: SLK Global Solutions as **Scrum Master (Consultant)**

Sep'18 – Dec'18: S&P Global Market Intelligence as **Scrum Master (Consultant)**

Product Owner with TTAP:

- Spearheaded entire facet of product lifecycle right from definition, vision, release scope definition, product design till successful market launch
- Assessed market trends and identified key metrics to support objectives
- Conducted market analysis to understand market trends & competitive gaps
- Guided & worked closely with team to bring product & features from inception to market availability
- Monitored product launches across regions meeting compliance & regulation
- Provided feedback & direction to Product Teams for evolution/ modifications in product based on customer inputs, specifications & feedback
- Front-lead multiple Agile Projects with multiple Agile Teams; directed all aspects of Agile Scrum Framework encompassing Release Planning Sessions, Sprint Planning Sessions, Backlog Grooming Sessions, Daily Scrums, Sprint Reviews and Sprint Retrospectives
- Created & maintained product backlog by gathering requirements from Product Management Team during release planning and defining Epics & features into user stories achieved by team in a sprint
- Facilitated end-to-end delivery of the program, met internal & external objectives:
 - o Estimation, risk, scope, time, resource, quality and change management
 - o Value-adds, continuous process and productivity improvement
 - o Expectation management of team
- Setting out standards for various operational areas; implementing quality systems & procedures to facilitate a high-quality customer experience, while adhering to the SLAs
- Developed competency among team members; conducting interviews to recruit right talent & resources and developing employee competency

Performing onsite and offsite tasks within a project, including design, specification & integration of products/services

Established processes & executed Scrum as a methodology for development in liaison with Program Director (SLK - US)

Scrum Master with SLK:

- Ascertained project milestones were met on time, budget & with desired results through making the team focus on business objectives as well as monitoring progress
- Merit of defining processes & tools best suited for project; drove migration of Waterfall to Agile Methodology; devised project roadmaps & plans
- Conducted financial & statistical data analysis to identify & mitigate risk factors; forecasted & managed change in rapidly changing global business environment

Previous Experience

Sep'15 – Aug'18: Endurance International Group

Joined as **Sales Intern** and with a series of promotions rose to the position of **Sr. Analyst**

~As **Internal Product Manager (Ops)** and **Scrum Master**:

Highlights:

- Assessed needs & requirements to create applications, databases & software systems
- Steered efforts in planning delivery of solutions, thereby optimizing staff accomplishments & competence; supported team members in growth by guiding & mentoring them
- Supported Sales Team in tapping 15% more leads by Leads & Conversion Manager
- Delivered excellence in boosting efficiency of revenue report numbers from 85% to 97%
- Implemented Spotify Model at Org Level in Asia Pacific
- Conducted Scrum Ceremonies and took trainings on Agile
- Helped Marketing team of BigRock, BlueHost, HostGator and ConstantContact setup KanBan processes
- Worked with IT Team to setup JIRA Service Desk

Pivotal in reducing sales abandonment rate from 5% to 3% through Live Screen

Certifications

abandonment rate from 5% to 3% through Live

- Become a Product Manager from Udemy
- Leadership Success Masterclass – Udemy
- Microsoft Certified Professional
- Microsoft Technology Associate
- Google Analytics– Beginners, Advanced, E-commerce and Tag-Manager and Individual Qualification
- Business Analyst Training from UiPath
- Implementation Methodology Training from UiPath
- Scrum: The Basics - LinkedIn
- Be a Better Manager by Motivating your Team - LinkedIn

Positions of Responsibility

- **President** of Alumni Association in Shri T. P. Bhatia Jr. College. of Science
- **President** of Alumni Association in Shri R. J. Makhecha High School
- **Core Committee Member** of The Positivity Project

Education & Credentials



2016 **PGD in IT Management** from Symbiosis Centre for Distance Learning

2014 **Bachelor of Engineering in Information Technology** from K J Somaiya, Mumbai

Personal Details

Languages Known:

English, Hindi, Gujarati and Marathi

Address:

Wagholi, Pune

LinkedIn:

<https://www.linkedin.com/in/majithiaharshil/>

