

Neeteesh Nautiyal

Product Consultant | Project Strategy & Implementation | Oracle ERP | CLM | B2B SaaS

Pune, Maharashtra | 8501071954 | neeteeshnautiyal@gmail.com

SUMMARY

- Product Consultant with **8 years of IT experience** in solving customer requirements
- Working experience in **Product Consultation, Strategic Implementations, Digital Transformation, Agile and Waterfall** methodology with a key focus on **Customer-Centric** and **Digital Solutions**
- Key Focus on implementation and delivering value through **Innovation**

WORK EXPERIENCE

Senior Consultant

Jun 2019 - Present

Icertis

- Driving execution of ICI product implementations for enterprise customers across industries in accordance to implementation methodology, within the bounds of agreed scope, schedule and effort
- Conceptualizing and formulating best of breed solutions in close collaboration with the business that effectively address key implementation objectives
- Collaborate cross-functionally with Design, Engineering, Marketing, Sales, Quality Assurance and Support across multiple engagements to deliver new product solutions and enhance existing portfolio
- Helping develop detailed product roadmaps through active feedback from customers and implementation experience using Agile methodology
- Driving requirement gathering, functional and technical design, product enhancement requirements and stakeholder management
- Implementation of ICI platform and for Fortune 100 and Fortune 500 U.S. companies to help modernize their contract management processes to accelerate contract velocity, protect against risk and better optimize commercial relationships
- The platform streamlined standardize contracting for several thousand enterprise users in all contracting scenarios across these companies while allowing deep integrations with other business systems (SAP, Salesforce) turning their contracts into strategic assets (worth \$15 billion across 20+ countries)
- The AI-infused platform enabled customer's digital transformation journey by automatically creating contracts and amending them when business conditions change, enabling them to respond to fluctuations in the market
- Leverage beta testing, analytics and user research to identify and experiment with new features and measurement methods to improve performance
- Owning system configuration and deployment activities across multiple engagements
- Leading a 6 member team and communicating team goals, tracking deliverables, and keeping the team updated on any changes
- Evangelize product vision to key stakeholders, prioritize product backlog item and conduct product discovery workshops
- Listing backlog items and prioritizing based on overall strategy and business objectives
- Propose Minimum Viable Product to enable core features and functionalities
- Contributing to building strong internal consulting capabilities and product delivery teams
- Increasing the customer adoption by an average of 5% through continuous engagement, training and feedback

Manager, Business Solution Group

May 2016 - May 2019

HDFC Bank

- Product Owner for critical financial applications like Oracle ERP, Credit Appraisal, GST tax calculation and reporting system
- Setup and automation of General Ledger for new branches in Gift City and Dubai resulting in a cost-saving of approximately INR 60 lacs
- Successful implementation of GST application in 6-8 months (greenfield project) to simplify the tax collection (nearly 14% of total GST collected), tax reconciliation process, claim the input tax credit and reducing tax liability
- Successful implementation of IFRS application (greenfield project) to compute ECL and ensure compliance with the IFRS (International Financial Reporting Standard) helping the bank maintain its strong reputation of ethics and compliance while avoiding regulatory fines
- Integration of legacy systems (iCART and iSAC) with Oracle ERP as a straight-through process enabling seamless vendor empanelment and complete P2P process
- Requirement gathering and stakeholder management; create and own scope document, business functional specification document/user stories using Agile framework
- Handled complex integrations from core banking systems to other downstream systems
- Presenting the change request and proposed solution with CCB and seeking required approvals
- Implementing solutions to ensure systems are as per internal audit and compliance guidelines
- Preparation of project FPA, performing forecasting and budgeting for the upcoming and rollover projects
- Lead an 8 member team to ensure timely delivery of the assigned tasks and ensure that project is in Green or Amber as per the RAG status report

MISSION AND BELIEF

Leveraging technology solutions to help customers realize the power of digital transformation

Driven by the philosophy of customer-centricity, solution-based approach and enhanced value proposition

ACHIEVEMENTS

- Received appreciation from Icertis leadership team for proposing solutions for the Fortune 500 clients
- Displaying the true FORTE values and customer empathy resulting in high NPS and CSAT scores by Icertis premier clients
- Created value addition through new product features and working closely with the marketing and sales team at Icertis to generate increased ARR
- Awarded twice in HDFC Bank for meticulous project execution and delivery for GL Automation and GST Project
- Received Star Award in Genpact for demonstrating excellent implementation skills for a Fortune 1000 technology company

SKILLS

Product Management

Prioritization, Problem Solving & Decision Making, Customer Analysis, Presentation and Crisp Documentation, Risk Management, Value Proposition

Strategy & Data Analytics

Marketing Analytics, SWOT Analysis & Competitor Research

Soft Skills

Stakeholder Management, Training, Negotiation & Time Management

TOOLS

- MS Visio
- MS Office suite
- MS Project
- Jira
- Trello
- Invision
- Product Plan
- Google Analytics

PLATFORMS & LANGUAGES

Oracle, Microsoft Azure, Basic SQL

Genpact

- Analyze As-Is Processes and crafted the optimized To-Be Processes
- Created detailed Business Requirement, Functional Design and Test Plan documents for P2P and O2C processes
- Performing POC and CRP activities for the proposed solutions
- Review functional test cases, perform functional testing. Conduct workshops, create knowledge document for new functionalities and process improvements
- ERP implementation for a Fortune 500 technology company headquartered in California producing software for security, storage, backup and offers support services for its software
- ERP implementation for a Fortune 1000 technology company headquartered in Houston producing software and providing services that assist businesses in moving to digital operations
- Create UI mock-ups and conducting sessions with the development team to define and build custom solutions. Conduct walk-through with customer, development and testing team

EDUCATION

MBA 2011 - 2013

ICFAI Hyderabad

CGPA: 7.78

Bachelor of Engineering (EC) 2006 - 2010

Visvesvaraya Technology University, Belgaum

GPA: 65.2%

PERSONAL DETAILS

- Hobbies - Reading influential books, watching documentaries, playing chess, solving puzzles and sudoku
- Languages - English and Hindi