AKASH SINGH 

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**“A result-oriented professional seeking assignment in Project/Program management with an organization of high repute”**

# PROFESSIONAL SYNOPSIS

14 years of experience in managing various programs & large engagements successfully including establishing the strong relationship with business partners, clients, stakeholders & developed one of the best teams who can deliver under any circumstance. Experienced Program and Delivery Manager having extensive experience in Delivery Management and Program Management.

1. Managed large transformational programs for SFDC (CPQ), NRS, E-commerce.
2. Led large size engagements under Global delivery model.
3. Handled multiple projects and programs for multiple domains across the geography and
4. Proven ability of managing large team’s engagement (150+) and projects worth 10M+ at multiple geographical locations & also involved in Pre- Sales activities.
5. Have experience in requirement gathering, people management, transition management, managing deliveries.
6. Actively involved in requirement gathering, worked closely with multiple stake holders to close the requirements.

Specialties: Requirement gathering & Analysis, Program Management, Project Management, Service Delivery Management.

# CORE COMPETENCIES

* Client Relationship Management
* Project Management
* Proposal Management
* Costing, Budgeting & Forecasting
* Negotiation
* Client/Staff Training
* Risk Management
* Strategic Planning
* Requirement gathering & Analysis
* Program Management
* Delivery Management
* Quality Assurance
* Agile/Waterfall/Hybrid Methodology
* System/Hardware/ Software Testing
* Change Management
* Resource Management

# SIGNIFICANT ACHIEVEMENTS

* **VMware CPQ Transformation**: Currently leading BA activities for new CPQ platform projects worldwide and all VMware product offering.
* **VMware 445:** Led the project for worldwide launch of the new VMware/DELL calendar.
* **Office Depot US**: Led the project in UK and EMEA region, enabling prefill of >50% of the Prospect's application data, Cut Prospect application time in half, increased application submit rates by 30%, and improved approval rates by 20%
* **Thomson Reuter Ivory Transformation**: Project lead for transformation project to test all the applications migrated from old IBM devices to the new DELL devices, involving 200+ testers, 12 vendors and 14 different locations
* **SunMicrosystems:** Led the migration project from Oracle 10i to 11i for Quote configuration, Procure2Pay, Order fulfillment/generation and shipping.
* Involved in gathering Business requirements and Pre-Sales activities for few of the projects.

**Professional Experience**

**Mar’18 – Till Date Primus Technologies Sr. IT Consultant**

Key Client Handled: VMware Pvt Ltd (Project Manager)

**Jul’17 – Mar’18 SA Technologies India Sr.IT Consultant**

Key Client Handled: DELL India

**Oct’16 – Jul’17 Skoruz Technologies India Sr.IT Consultant**

Key Client Handled: VMware Pvt Ltd

**Mar’16 – Aug’16 SKL Consultancy Budapest Sr.IT Consultant**

Key Client Handled: Weddings of World Netherlands

**Aug’11 – Oct’15 NIIT Technologies LTD Test Consultant**

Key Client Handled: Office Depot US and Europe

Key Client Handled: Bechtel India

**Aug’08 – Aug’11 Fujitsu India Consulting Pvt LTD Software Engineer**

Key Client Handled: Thomson and Reuters US and UK

Key Client Handled: Panasonic Singapore

**Oct’07 – Aug’08 Mphasis, an EDS Company Software Engineer**

Key Client Handled: Fedex

**Jun’04 – Jan’07 TSP India Software Engineer**

**IT Skills**

* Sound knowledge of Java, SQL, Bug Tracking Tool - JIRA, JTRAC, MQC, Bugzilla, CM Tool - FTP (Filezilla), VSS, Automation Tool – QTP, Selenium, Word, Excel, PPT.

**Education**

* Post Graduate Diploma in Advance Computing 2007 YCP Mumbai, Maharastra with 61 %marks
* Engineering Computer Science, 2004 IET Khandari Agra, with 71%
* DELF A1 & A2 certified French professional.

**Project CPQ Jul’18 to Till Date**

**Role Played:** Sr. Business Analyst **Domain**: Quoting/Pricing

**Description:** A CPQ, or Configure, Price, Quote software, is a sales tool for companies to quickly and accurately generate quotes for orders. CPQ applications often work in tandem with CRM and ERP programs. Quotes produced with CPQ software are automated according to a preprogrammed set of rules, ensuring error-free pricing that considers quantities, discounts, customizations, and optional features of products

**Responsibilities:**

* Working directly with leadership, customers and product management to understand business needs, create and prioritize roadmaps, and the working to build, organize team (off-shore/on-shore) to create winning products.
* Ensuring that customer delight and quality are our top priority and work with scrum teams to deliver a high value product and was also responsible for requirement gathering.
* Completed in-depth analyses for business-optimization projects
* Partnered with developers to automate manual processes, saving time and money while decreasing errors. Credited as a primary driving force behind a 5% increase in margins this fiscal year.
* Collaborated with stakeholder groups across the organization to ensure business and technology alignment. Proposed solutions meeting defined specifications and needs.

**Project 445 Oct’16 to Jun’18 Date**

**Role Played:** Business Analyst/Project Manager **Domain**: Finance/Non Finance

**Description:** VMware is adopting Dell's fiscal Calendar, Currently VMware is on True calendar and with that comes unique differences to weekly, monthly, quarterly and annual financial reporting and subsequently impacting the value chain.

**Responsibilities:**

* Responsible for planning, implementing, deploying and testing.
* Responsible for preparing functional specifications that can be understood by internal development teams and preparation of test artifacts as per STLC.

**Office Depot US Aug’11 to Dec’15**

**Role Played:** Project Lead **Domain**: E-Commerce

**Description:** Office Depot, Inc. is a global supplier of office products and services. The company was incorporated in 1986 with the opening of our first retail store in Fort Lauderdale, Florida. U.S. Office Depot sells to customers in 55 countries throughout North America, Europe, Asia and Latin America.

**Responsibilities:**

* Responsible for allocation of resources as per the requirements.
* Test plan reviews/ requirement gathering and estimations for each sprint.
* Actively contributing to Process Improvement Initiative, that include documenting processes, setting up strategies to ensure teams’ success, creating and documenting processes on Confluence, providing best tips and techniques of setting up a large project in JIRA and effectively using it to report to leadership.
* Led efforts to identify risks, issues and dependencies, resolve key project conflicts, and establish optimized resolution paths using techniques like Scrum of Scrums, Steering Committee Meetings and various techniques within Agile process.
* Worked on Migration project, while managing scoping, planning, execution, vendor migration, decommissioning and go live with new platform for new on-boarded vendors.
* Implemented automation of scripts which helped client in saving 980-man hours