Nizalapur Sridhar Giridhar, PMP®

**Business Delivery Leader**

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* Global Cross Functional Leader, **B.Tech. (ECE)** from **Nagarjuna University**, **PMP®** Certified from **PMI,USA**
* 23+ years in IT and 3 years manufacturing
* Available for Relocation & Travel
* Work remotely from Hyderabad, India if required.

***Core Qualifications & Strengths:***

* 17+ of experience in Project/Program/ Delivery management, Managed multi-year, multimillion-dollar IT projects, on time & budget with the clients Defense -DRDO India, OSI systems Inc., CISCO and other MNCs.
* 12+ years of experience in Business delivery Operations, Business Development ,Pre-Sales ,Product Delivery & Supporting Sales Teams
* 6.5 years of experience as Centre Operations Head of NACTUL Softtech (P) Ltd (2008 to 2014).
* 8+ years of experience in Agile –SCRUM methodology for software product development
* 10+ years of experience in PMO , Global, cross-functional Project team management,
* *12+years of operations experience in startups( YVL,OSI India, Nactul , Anutanetworks and Cloud Collab) and MNCs, contributed to develop them to next level*
* 6+ years of experience in ISO 9001:2000 QMS, SEPG activities/Internal Auditor, MS-Project Plan, MS-Project Server
* Managed Clients & partners in India ,USA, UK, Finland, Germany and Australia

***Expertise in:***

* Stakeholder and Vendor Management SDN/NFV, Cloud Applications, NMS, Virtualization
* Operations Management ,P & L, and JVs Waterfall ,Agile-SCRUM, SDLC, PLC/Product Development
* Business Development, Go to Market Security Systems , Networking ,Medical Systems
* PMO,ISO 9001:2000 Compliance IOT, Embedded systems, Data Centre ,
* MS Access, SQL, VSS,CVS, QMS ,Metrics Defense Systems/applications POCs, Testing
* MS-Project -Server/ MS Office, CRM Client/Server, C, C++,VC++,J2E and .Net

**PROFESSIONAL SYNOPSIS**

* **Business Delivery Leader** with accomplished career track for **Business Operations, Managing Projects/Programs, Business Development and Pre-sales with** focus on top-line and bottom-line performance deliver the products.
* Expert in Business Development, Pre sales, RFC/RFI, bidding and familiar with global procurement management
* Managing the budget, P & L, strategies for the FY and presenting the same to BOD, P & L with metrics.
* Proficient in investment analysis to make the realistic business case of the program with economic models BCR, IRR,PV, NPV and ROI.
* Ability to handle the complex programs, drive the projects managers, Network Managers and QA Managers to ensure that all the projects deliver the products within the budget, schedule, scope, and quality with customer satisfaction.
* Drive the HR Manager implemented the policies and procedures in recruitment and appraisal systems.
* Champion the resource planning, development, and implementation of methods and tools to increase productivity and to support the account teams.
* Ability to understand new technologies and drive the teams in that direction to grab the business opportunities.
* Identifying the experts who would contribute to the response and collaborates with multiple stakeholders for getting inputs as per plan.
* Channel Partnership development, Strategic Consulting, including business plan & sales strategy development. Advising new businesses on formation of corporations and business structures, drafting privacy policies and structuring commercial transactions
* Strong problem solving & technical skills coupled with confident decision making for enabling effective solutions leading to customer satisfaction and low operational costs.
* Reviews the Projects plans with PMs , assess the project progress and risks drive them for corrective & preventive actions.
* Develops effective verbal and written PPTs, presents to top mgmt. Obtains and provides clear, concise and timely information to Operations on initiative scope, objectives, status, changes, issues/resolutions and achievements throughout the life-cycle of a product or release.
* Drive the managers to conduct internal/external training programs to the teams to acquire in-depth knowledge in project estimation techniques, proposal preparation, project management, agile scrum, bid management and collateral preparation etc.
* Highly skilled in reviewing proposals, managing projects, providing estimates and recommending the best product solutions
* Proficient in managing the projects/programs from Initiation to Closing, including entire bid process by preparing and deploying the bid plan for bids.
* Proficient at maintaining cordial relationship with customers, ensuring quality and service norms to achieve customer satisfaction and business retention.
* Manage the plans the entire customer visit and coordinates with multiple stakeholders to make the customer visit a success
* Coordinates with the different Practices and Delivery teams for the commercial estimates
* Determine time frame, procedures for accomplishing project, team requirements, review work plans adjust the schedules/plans as required to maintain promised product releases.
* Excellent communication and presentation skills and Possess pleasing personalities and marketing skills
* Possess excellent analytical and organizational skills, Expert in collecting data of competitors

**EMPLOYMENT SCAN:**

**Cloud Collab Technologies Pvt. Ltd Bangalore, India**

Leading Cloud and SDN/NFV based Networking software product development and services

**Senior Engineering Manager (Consulting) since Jan ‘2018 to till date**

* Business lead generation, converting leads into business and provide the solution as per business needs.
* Program Delivery Management, drove the s/w product development and engineering solutions.
* Steering high-visibility, Program/project from preliminary planning through delivery.
* Champion the planning, development, and implementation of methods and tools to increase productivity and to

Support the account teams.

* Involving review the project plans, suggests to modify schedules/plans as per change requests, required to maintain promised release.
* Prepares and cultivates effective in-person or conference call meeting management and participation.
* Reviews minutes and action items and distribute to teams as requested for management or others.
* Develops effective verbal and written presentations; presents to the top management. Manage the program team to prepare the product, meeting the customer planned POC requirements and go for POC @ customer premises.

**Anuta Networks Bangalore, India**

Leading SDN/NFV based software product development and Network orchestration services provider

**Director Business Development (Consulting) Jan ‘2015 to Dec’2017**

* Closely involved in channelizing the customer expectations /customer requirements as enhancements/new product requirements into the Anuta SDN/NFV based platform –NCX. Pre-Sales project management, Business Development, POCs and Operations, Brand development, Developed brand strategy and statistics systems for Anuta Networks.
* Advising new businesses on formation of corporations and business structures, drafting privacy policies and structuring commercial transactions.
* Involving review project plans, suggests to modify schedules/plans as required to maintain promised release.
* Prepares and cultivates effective in-person or conference call meeting management and participation.
* Reviews minutes and action items and distribute to teams as requested for management or others.
* Develops effective verbal and written presentations; presents to the top management.
* Obtains and provides clear, concise and timely information to operations on initiative scope, objectives, status, changes, issues/resolutions and achievements throughout the life-cycle of a product or release.

**NACTUL Softtech Pvt. Ltd Hyderabad, India**

**Centre Operations Head (Director –Delivery) April’2008 - Dec’2014**

* Co-founder and Head of Operations of the company managing entire Business operations, strategic plans to achieve the mission and vision of the company.
* Involved in the board meetings for budget, P & L, strategies for the FY and Presenting the presentation to BOD P & L with metrics.
* Managing the projects manager, Network Manager and QA Managers to ensure that all the projects deliver the products within the budget, schedule, scope, and quality and customer satisfaction.
* Drive the HR Manager implemented the policies and procedures in recruitment and appraisal systems.
* Develops effective verbal and written PPTs, presents to top mgmt. Obtains and provides clear, concise and timely information to Operations on initiative scope, objectives, status, changes, issues/resolutions and achievements throughout the life-cycle of a product or release.
* Channel Partnership development, Strategic Consulting, including business plan & sales strategy development. Advising new businesses on formation of corporations and business structures, drafting privacy policies and structuring commercial transactions
* Developed the channel partnership with Parinetworks and instrumental in introducing the network compliance management suite from Parinetworks to multiple customers.
* Developing the joint ventures with other companies to execute the critical projects: JV with Innominds
* Partnered with technical/non-technical executive managers to analyze customer insights and market trends, define overall product strategy, and then translate into technical solutions.
* Program Management, Pre-Sales, Business Development, procurement Management and Operations, Brand development & brand strategy and statistics systems.
* Champion the planning, development, and implementation of methods and tools to increase productivity and to support the account teams.
* Determine time frame, procedures for accomplishing project, team requirements, review work plans adjust the schedules/plans as required to maintain promised release.
* Prepares and cultivates effective in-person or conference call meeting Management and participation. Reviews minutes and action items and distribute to teams as requested for Management or others.
* Developed go-to-market strategies and delivered sales training, speaker sessions and managed booths at internal/external events, executive briefings, closely worked with marketing on various aspects of NACTUL products/capabilities, social media, and many promotions.

**Rapiscan Systems Pvt. Ltd (an OSI Systems Inc., company) - Hyderabad, India**

**Project Manager/Leader Jan’2002 – Mar’2008**

* Involved in project management activities and product design, development and testing in **embedded software & application software for Medical Systems**, Security Scanning Systems and Virtual Reality Systems.
* As a Delivery Manager from 2006-2008 and designed delivery management process suitable for the organization and ensuring that all the project deliverables meeting customer expectations.
* Served as part of QMS -SEPG Activities for achieving ISO 9001:2000 conformances to the software group.
* Acted as a QA Manager also for re-certification of ISO 9001:2000, in 2005.
* 6+ years of experience Internal Auditor in ISO9001:2000 and PMO.
* Oversaw the Project Server 2003/2007 implementation across the organization.
* Steered efforts for devising Appraisals Systems suitable to organization implementing across organization.
* Bagged 75 lacs worth software projects from Research Centre Imarat, DRDO, Ministry of Defense (2004-05) and 2006-07.
* An Instrumental in leading the Real Time Simulation of Aerospace Vehicle Project demonstrated to President of India Dr. APJ. Abdulkalam by RCI Scientists.
* Supervised the development of OSI Systems Private Limited from 10 People Company to grown as 300 people with three groups of companies.
* In-charge of Pre-Sales & proposals development & monthly invoice generation, interacting with clients and ensuring $ deposited into OSI account.

**COMMENCED CAREER**

* Jul’00 – Jan’02: YVL Software Consultancy (Under JTec Pty an Australia), Hyderabad as Software Engineer
* Mar’96 – Jun’00: Research Centre Imarat (DRDO), (Ministry of Defense) Hyderabad as Adhoc Scientist/Project SW Engineer
* Dec’92 – Mar’96: Herbert Raman Systems, Hyderabad as Design and Test Engineer

**PROFESSIONAL ENHANCEMENTS**

* PMBOK (PMP) Workshop
* Attending workshops & conducting internal training programs for getting mandatory PDUs for maintain PMP Certification.
* ITIL Foundation, Cyber Safety & Security Standards Annual Summit meetings in India.
* Microsoft Project Server 2003/2007
* UML, OOAD and Estimation Techniques.
* SEPG activities in ISO 9001: 2000 & DOD standards, Internal Auditor for ISO 9001:2000.
* Agile SCRUM , Product Life Cycle Management and Japanese language
* Attending live webinars on SDN/NFV , Agile , Project Management , Virtualization

**PERSONAL DOSSIER**

* Permanent Address: H. No. 808 West Part, SKD Nagar, BNReddy Nagar, Sagar Road, Hyderabad - 500070
* Languages Known : Telugu, English, Hindi and Japanese (Low Level)
* Passport No : P9707513 and valid up to April’ 2027