**Nikhil Patil** 

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| OBJECTIVE |

* Seeking a General Management/Consulting position in an organization that provides ample opportunities to learn and to contribute.

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|  PROFESSIONAL EXPERIENCE SUMMARY |

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| **Organization** | **Role** | **From** | **To** |
| Tech Mahindra | Consultant | Jan 17 | Present |
| Fiserv | Technical Consultant | Oct 2013 | Dec 2016 |
| Quinnox | Business Consultant | Nov 2012 | Sep 2013 |
| Pyxis Systems Pvt. Ltd  | Business Specialist | Aug 2011 | Oct 2012 |
| Wipro | Software Engineer | Oct 2010 | Aug 2011 |

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| ACADEMIC QUALIFICATIONS |

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| Degree | Specialization | School/College/University | Passing Year | %age Marks |
| MBA | General Management  | IIM Calcutta | 2020 | Good |
|  B.E | Electronics and Telecommunication | SINHGAD INSTITUTE  (PUNE UNIVERSITY) | 2009 | 69.26% |
| HSC | Electronics | MGM College | 2005 | 92.33% |
| SSC | SSC | BHEL Secondary School | 2003 | 89.20% |

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| Management and Technical Skills |

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| Management Skills | * Strategy and Consulting, International Business, Mergers and Acquisitions
* Financial Management: Corporate Finance, Business Analysis and Valuation, Equity Market and Trading
* Marketing Mgmt: Consumer Behavior, Distribution Systems, Retail & Service Marketing, Supply Chain Management,Product and Brand Mgmt
* IT Consulting and Management: ERP Systems, Internet Marketing
* HR/People Skills: Organizational Structure, Organizational Behavior
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| Technical Skills | * Programming Languages: Cobol, JCL,Java,HTML, JAVASCRIPT.
* Databases: RDBMS, Oracle 9I, Microsoft Access, SQL, PL/SQL.
* Operating Systems: Windows 2000/XP,AS 400,Linux/Unix
* Web Tools :BMC Remedy,Amdocs CRM,Siebel
* Domain:BFSI,Telecom,e-commerce,Payments,Derivatives,Manufacturing
* Certifications: ISTQB - ISEB Certified Tester, NCFM Certification in Financial Markets, Derivatives, Equity Derivatives, Interest Rate Derivatives, Currency Derivatives by NSE’s of India(National Stock Exchange) ,PRINCE2(Foundation+Practitioner,GR634040095NP),EXIN Devops Master
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| PROFESSIONAL EXPERIENCE |

* 8 years experienced professional with expertise in IT Services, Consulting,Data analytics,Analytical Skills, Market Research, Excel analysis and Product Management.
* I am a business enthusiast and my interest areas are, Product Management, Program Management and Tech Consulting with focus on Sales & Marketing, Product Management and Market Analysis.Highly data-driven & goal-oriented professional with excellent stakeholder management skills with the internal and external stakeholders ,Technology / Engineering Team, Control functions – Legal , Compliance and Infosec.
* Define pre-sales solution architectures, proposals, estimation,bidding, project planning, Project management, wireframes, POC, project forecasting,RFP followed various methodologies Scrum,ITIL,LEAN in product/service lifecycle management.
* Design and participate in technology pilot projects or Proof of Value (POV) activities alongside our customers and partners.
* Define value propositions, positioning and differentiation to competitors solutions in addressing customer pain points.
* Define and drive a programmatic pre-sales consulting engagement approach into target accounts and territories.
* Translate customer requirements and IT strategies into deliverable solutions and transformation plans.
* Experience in requirement analysis and solution design. Ability to perform GAP Analysis. Prepare functional specifications/User Stories for new products and features.

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| EXTRA CURRICULAR ACTIVITIES |

* Member of Beta Testing Group for Smart city under Digital India Initiative undertaken by Government of India
* Associated with NGO

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| PERSONAL DETAILS |

Date of Birth : 28/01/1988

Languages:English,Hindi,Marathi,German

Per. Address: H3-302 Harsh Paradise Nagras road near medipoint hospital Aundh Pune

Passport No: H6578429

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Linkedin Profile: <https://www.linkedin.com/in/nikhil-patil-0103221a/>