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| AD KEY SKILLS  * Business & Tech Transformation * Program Management * Product Management * Strategy Planning & Execution * Offshore Resourcing & Staff Management * Vendor Management * Change Management * Supply Chain Management * ERP Consulting (Oracle/others) * Business Systems Consulting * Process Optimization * Requirements Gathering & Gap Analysis * Agile & Waterfall Methodology  industry knowledge  * Telecom & ISP * BPO * Energy * High-tech Manufacturing * Internet security * 3PL & Logistics * Retail * Automotive * Aerospace & Defense * Interactive Marketing * Digital Media  Additional accomplishments  * Developed Several B2B initiatives that **saved $5 per transaction** in a high-volume order processing organization * Implemented an instance management tool that **saved $250,000+ more per Oracle** Implementation project * Lead generation work in A&D segment led to closure of **$5m in Sales** during the fiscal year * Successfully **setup the first overseas business unit for an Interactive Marketing & Digital Media client** in spite of resource constraints  software & technology skills  * **Microsoft Office, Visio, Project, Teams** * MS **SharePoint** advanced user * **Oracle** EBS ERP R12 * **Infor** (Baan) LN 10.4 ERP * **SQL, MySQL** * **ConfigSnapshot** for Oracle * MS **Dynamics CRM** * SalesForce CRM * **Rally** ALM/PPM Tool * **JIRA, Confluence** * **HP** PPM, Quality Center & QTP * **VMWare** Workstation & Fusion * Familiarity with HTML, Java, C, JavaScript & SQL  Languagues Spoken  * **English** * **Hindi** * **Spanish**– Basic  Education & CertificationsMBA – Management Info. Systems •*Northwest missouri state univ.*BS – Computer science • *University of Mumbai*pmp certification • *in progress – project management institute* | |  | | --- | | Ayan Daftari, M.B.A., B.S.Business & Tech Transformation | STRAtegy | Digital | ERPDallas/Fort Worth area |  SUMMARY An experienced IT and Business Leader that:   * Led Org Transformation Initiatives to reduce email traffic by 45%, mailbox sizes by 70%, meeting times by 20% and increased Tool Driven collaboration by 70% by implementing Microsoft Teams & Teams Rooms with effective requirements, implementation, change management & adoption * Delivered 10 International ERP Supply Chain Implementations for new and existing businesses * Shortened onboarding time per customer by 70% through process redesign & optimization along with a PMO methodology overhaul * Owned & successfully implemented the first Mobile App serving Customers, Shippers, Drivers & Brokers for quick quotes & shipment rating across transportation modes in the 3PL & Supply Chain Industry * Generated pipeline of $64m in prospective customer revenue by building and executing Social Media Strategy, Online presence and through Trade Shows thus securing Gold Partner Status with Oracle  Experiencesenior PROGRAM Manager•OMnitracs•May 2018 – present | Dallas, TX  * **Worked closely with Executive Leadership & Stakeholders to build teams across multiple sites, lead & execute strategic enterprise transformation MBO Program** to: * Transform Employee Collaboration & Org Effectiveness by deploying Microsoft Teams & AV Conference Rooms including Training, Change Management, End User Adoption after analyzing 1000+ users, studying metrics, conducting requirements sessions & soliciting feedback to develop effective recommendations * Implement integrated telephony solutions across campuses and a new cloud-based contact center management solution to improve customer & tech support experience * Upgrade & Transform Infrastructure across all campuses to new managed network platforms to increase productivity and supply chain efficiency * Modernize end-use compute fleet with new hardware, security requirements, remote software deployment & OS upgrades * Reduce tech-debt by migrating On-Prem Infrastructure to the cloud (AWS, Azure & Zadara) * Responsibilities for the above MBOs included project & team management, budgeting, prioritization, policy updates and working with integrated & distributed teams * **Managing & selecting vendors** through the RFI/RFP process & negotiation  senior PROGRAM Manager & Product Owner •transplace •aug 2016 – Jan 2018 | Dallas, TX  * **Managed & Executed a strategic program reporting closely to Executive Leadership & stakeholders to on-board 50+ customers** from an acquisition **impacting thousands of end users, multiple businesses & their supply chain** and managed every customer’s on-boarding to the TMS SaaS platform * **Re-designed project management methodology** to create lean & efficient processes including business process design, mapping & documentation for future acquisitions and onboarding thus establishing PMO Mandate * **Provided technology consulting, product & project management for 3PL Integration for Transplace’s first mobile app** for Customers needing real-time logistics & tracking and for drivers delivering shipments. This app enabled drivers to submit updates and shippers/customers to view those updates. * **Delivered several high visibility Transportation & 3PL projects** for Fortune 100 Oil & Gas, Automotive & Pharmaceutical customers.  ORACLE PORTFOLIO & PROJECTS LEAD •business & decision• Dec 2014 – AUG 2016 | Dallas, TX  * **Reported to the executive team & led the Oracle Practice as the PMO Lead** for B&D’s North America division including activities such as P&L management, resource investment / allocation, budgeting, organizational strategy, CRM oversight & HR functions * **Led the design of new Project Management Strategies** that supported service and implementation agility while maintaining necessary standards * **Delivered multiple international ERP & Supply Chain projects as** **Engagement Manager** using Waterfall, Agile and other SDLC methodologies with responsibilities that encompass all Project Management functions including Conception, Planning, Execution, Staffing, Delivery, Transitioning, Support and Handoff. * **Created & presented project plans, deployment strategies** and road maps that included a blend of offshore and onshore resources * **Organized and ran on-site client meetings** and converted leads to revenue * **Worked on proposals & statements of work** for current and prospective clients * **Facilitated Change Management & Turnover** at the end of each project * **Designed and executed the** **Oracle Campaign strategy** for new business acquisition to contact over 1000 organizations to create a **$64 million prospect pipeline** * **Built and executed the** **Social Media strategy, Online presence** and **Trade Show Literature** working closely with Marketing for the Oracle Practice  Business & Systems integration Lead• Accenture • FEB 2013 – Dec 2014 | Dallas, tx  * **Roles at client engagements:** Project Manager, EDI Project Lead, SCRUM Process Lead/Product Manager * **Manage, designate and coordinate** client, resources and task assignment as **Project Manager** in addition to staffing decisions, deployment and testing strategy on several Oracle R12 implementation projects with **budgets exceeding $2 million** * **Mentor and develop team members** for career success * **Provide performance rating and feedback** to associates * **Design, Configure and Implement** various Oracle EBS Supply Chain modules in the Order to Cash & EDI space upon gathering detailed requirements working with System Analysts & Developers * **Managed the implementation** of a custom web ordering B2B solution with integration to SalesForce CRM for a telecom client as a SCRUM Master & Product Owner * **Lead and develop Test Strategy** for end-to-end project testing * **Change Management** across all business transformation initiatives, implementations & upgrades * **Business Process Design, Mapping & Documentation** across clients * **Industries Consulted in:**  |  |  | | --- | --- | | • Internet Security | • Telecom, Internet & TV Providers | | • Energy Industry Manufacturing | |  erp apps & Project manageR • garmin • jan 2008 – feb 2013• Kansas CITY  * **Design, execute & manage several global Supply Chain ERP & B2B projects** as **Project Manager and Functional Lead** for major business transformation initiatives across   • Australia • New Zealand • Spain • Italy • UK • Taiwan   * **Business Process Design, Mapping & Documentation** * **B2B initiatives included**  |  |  | | --- | --- | | • 3PL Integrations | • Direct-to-customer Fulfillment Process | | • Cross ERP Dealer Locator & Ordering System | |  * Developed above B2B initiatives that **saved $5 per transaction** in a high-volume order processing organization * **Evaluated and implemented** a cutting edge, award winning ERP instance management and tracking tool **saving upwards of $250,000 per ERP rollout** project on documentation, troubleshooting and analysis labor costs * **Onboarding & Change Management** upon completion of Business Transformation & Oracle Implementation projects * **Reviewing and approving** maintenance patches and upgrades for Garmin’s ERP systems * **Mentor and develop newer team members & interns** to enable them to succeed in their career goals * **Design and setup Oracle configuration in E-Business Suite** across Order Management, Advance Pricing, Shipping Execution & WMS modules  International contracts & Project work • may 1998 – apr 2007  * **Service Delivery, Change Management, Customer Management and Project Management** across Digital Media, Telecom support, Interactive Marketing and CRM loyalty programs & ERP Deployment projects * **Office Automation, Paperless Transformation, Change Management and Training** for a leading Biomedical Devices manufacturing company * **Generated key business leads** in the Aerospace & Defense sector leading to substantial generation of revenues of $5 million in the 5-month contract period * Successfully setup the first overseas business unit for an Interactive Marketing & Digital Media client in spite of resource constraints * **Market Research, Business Development, Project Management and Sales presentation** work for various international clients in A&D and Interactive Marketing lines of business * Generated leads for own assembled PC business along with providing configuration, delivery and after-sales support to customers * **Developed the first resource scheduling tool** for the QA resource lab at H&R Block * Set up the test lab with computers and networking equipment (cabling, server rack setup, ISP connectivity) for H&R Block |