

Harsha Rajaiah

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OBJECTIVE:

A management position that will utilize previous experience and skills to meet business objectives and support commitments to customer service, employee development, and continuous improvement. Strongly focused on solutions that create investor/Stakeholders profitability in the face of difficult investment decisions.

Innovating new product ideas and marketing plans, showing creativity and strong attunement to trends. As a turnaround specialist, brings bottom-line expertise as well as refreshing and energetic approach to corporate advance across divisions.

SUMMARY:

- Data-driven Technologist, Entrepreneur and Business Executive, passionate about the intersection of enterprise and technology (Industry 4.0): AI, ML, Blockchain, Bots, IOT and disruptive startups.
- Expert product marketing strategist, adept in analyzing market dynamics and consumer behaviors to create lucrative solutions from scratch.
- Tactfully tailoring product solutions to capture untapped global revenue opportunities through cultivating relationships, building cultural bridges and closing deals with in-country and international customers.
- Uniquely talented at breaking down complex problems into aggressive, yet practical work plans to create sustainable profitability and growth. Consistently penetrating new global markets with latest technologies to reach largest market share and enhance shareholders value.
- Exceptional skills in gathering, analyzing, and translating business requirements into functional specs that were used to design and implement business solutions.
- Proficient in facilitating Scrum ceremonies (Daily scrum, Sprint Planning, Sprint Review and Sprint retrospectives) and leading agile projects.
- Delivered team and organization training materials and workshops, building knowledge and skills to facilitate the agile transformation.

PROFESSIONAL EXPERIENCE:

Aavana Corporate Solutions:
Sr. Project Manager (Scrum)

Jan '18 – Feb '21

Lead Project and strategic direction with full responsibility for bottom-line factors, including long-range planning, global product management, and software development processes. Provide cross functional management; CFO and Service delivery managers: and general oversight of project Team and members. Redefine organizational structure; oversee major pricing decisions, negotiation, Budgeting and perform monthly financial evaluation.

Developed and implemented strategic business model and integrate key people across functional units,

Key Achievements:

- People: Development, Hiring and Training.

- Facilitator among **stakeholders and project team**.
- Conceived innovative sales strategy that increased annual company revenue by 36%.
- Substantially improved productivity while reducing staffing & operational costs.
- **Developed and introduced successful new products** for international markets.
- Performed market research and worked alongside founder to develop software products.
- Modeled core agile principles of **collaboration, prioritization, team accountability and visibility**; ensured consistent application of scrum methodologies across the enterprise.

Product: Aodry - Bookkeeping, Accounting and Reconciliation Tool.

Role : Project Manager

- Aodry is Finance management tool used to accommodate all the financial transaction of the enterprises built with latest technologies i.e., AI and ML.

Responsibilities

- Managing project plans and project schedules, allocate resources and monitor progress
- Aligning project objectives with company goals, and make sure project team is clear on objectives
- Planning project management, including setting deadlines, prioritizing tasks.
- Accurately documenting the project's creation, development, and execution as well as documenting the project's scope, budget, and justification.
- Providing both verbal and written communications regarding project status, risks and issues.
- Risk assessment and mitigation across all projects by monitoring progress and health of projects.
- Coordinate all Scrum Ceremonies including Sprint Planning, Daily Standups, Sprint retrospectives, Sprint Demos, Story Grooming, and Release Planning.
- Collaborate closely with product owner on backlog grooming to keep product backlog relevant and prioritized, ensuring acceptance criteria are agreed upon and stories are ready for sizing.
- Effectively track team's progress, including burn down, velocity and release forecasting.
- Expertly promote continuous improvement and help teams increase productivity and foster innovation.

USEReady Technologies

July '16 - Dec '17

Network Engineer (Project Manager)

Project: Citigroup Investment banking company

- **Management of Delivery** : Deliver KPIs of the team as per targets, escalation management, process adherence, productivity
- Working with individual businesses on analyzing the requirements for secure extranet connections with various 3rd parties and creating a design based on those requirements.
- Performing system level documentation on Client platforms and assisting project tracking and documentation
- Training new engineers on the product and augment additional skills needed to support the product.
- Worked on several critical cases for key customers as single point of contact (SPoC).
- **Leading and managing a team of 10 support engineers**, delivering excellent results.
- Reporting: Reporting on KPIs of team to the management, risks, challenges, improvement plans & progress.

Product: Change Management Tool

This tool is used to monitor the changes made in the network. It helps the administrators to analyse changes made in the network by comparing the trio i.e., existing, approved and new commands.

Responsibility:

- Protected development team from outside distraction, impediments and maintained focus on product backlog project timeline.
- Worked closely with project owner in backlog management and continuous delivery of features.
- Educated and reinforced scrum methodology and agile framework to team members and stakeholders
- Directed and lead development team from project initiation through the delivery of final project.

Sequel Mind Solution
Associate Network Engineer

Jan '12 to Jun '16

Client: Dimension Data India Ltd

Project: State Bank of India (Global) and Pfizer Pharmaceutical Corporation.

- Installation and configuring of new network devices.(Routers, Switches and Firewall)
- Excelled as lead product support engineer supporting many Cisco Software products in network management and operations management centers.
- Reporting: Reporting on KPIs of team to the management, risks, challenges, improvement plans & progress.

Product: Local Area Network monitoring Tool (Role: Functional Lead)

LAN monitoring tool is used to maintain Local Area Networks extensible to larger networks. This tool helps the administrator to maintain the network from remote place. This tool provides useful information for the administrators for maintenance and troubleshooting.

4) Convergent Communication India Pvt Ltd (October 2011 to January 2012, Technical Support Engineer)

- Design and implementation of networks.
- Configuration and maintenance of Routers and switches in WAN.
- Preparing the daily Reports and updating to the management.

CORE COMPETENCES

- Project Management
- Release Management
- Product Management
- Budget Development
- Agile(Scrum) Management
- Team Management

KNOWLEDGE OF TECHNOLOGY AND SKILLS:

Domain: Banking and Finance, FMCG, retail, pharmacy etc

Industry 4.0: IOT, ML, AI, Cloud Computing, Cognitive Computing and AI.

Tools: Jira, lucidchart, Visio, Confluence, Trello

EDUCATIONAL PROFILE:

- Bachelor of Engineering in **Information Science and Engineering** from the **Rajiv Gandhi Institute of Technology**, Bangalore affiliated to **VTU**, Karnataka in 2009.
- Completed **PUC** from **K.L.E Education Society**, Bangalore in 2005
- **SSLC(10)** from **Vidya Vardhaka Sangha High School**, Bangalore in 2003

I hereby declare that the above information is true to the best of my knowledge.

Date:

Place:

Harsha Rajaiah