

OVERALL SUMMARY



With an impressive 18+ years of career, I am a seasoned professional specializing in strategic planning, business consultancy, and project management, with a strong emphasis on digital strategy and large-scale transformation. My extensive qualifications include a comprehensive list of certifications: PMP®, DASSM®, CSM®, ICP-ACC®, KSD – KMP I®, SAFe® 6 SASAM, LSSGB®, and ITIL® 4, all of which underscore my mastery of program management and digital implementation. My track record speaks volumes, featuring a history of successful global collaborations that have driven business transformations to unprecedented agility. I've had the privilege of working with over 60+ clients globally, with a particular focus on EMEA and the US. This diverse experience has honed my ability to deliver exceptional results. Complementing my professional journey, my academic background includes an MBA in Strategy & Finance from Copenhagen Business School, Denmark, and a BE in Mechanical Engineering from NIT Durgapur, providing me with the knowledge and expertise to navigate intricate digital landscapes and consistently deliver operational excellence.

EXPERTISE IN

- Digital Strategy Planning:** Led digital strategy planning initiatives, including the GTMx Business Transformation Program at Pfizer, fostering an Agile culture and enhancing engagement between healthcare professionals (HCP) and patients. Successfully developed and executed market readiness communication strategies, resulting in seamless product launches in North Africa and EMEA.
- Financial Modeling:** Proficient in financial modeling, with a track record of developing and utilizing complex financial models to support strategic decision-making, assessing investment opportunities, and optimizing financial performance.
- Vendor Identification and Assessment:** Skilled in identifying suitable vendors and conducting thorough assessments to evaluate their capabilities and alignment with business objectives.
- IT Integration:** Proficiently coordinated with IT and procurement teams, aligning with digital transformation initiatives and ensuring seamless integration of technology and Agile practices.
- Program Governance:** Established comprehensive PMO Governance Structures, ensuring efficient project oversight, resource allocation, and governance for 40+ Programs & Projects.
- Agile Project Management:** Proficiently managed projects using Agile methodologies, including Scrum and SAFe, reducing project delivery times and cost-effective outcomes.
- Risk and Issue Management:** Spearheaded operational communication and change management within the Digital Transformation Program, utilizing Agile project management methodologies and championing rigorous assurance strategies and plans.
- Global Engagement:** Extensive experience working on a worldwide scale, with a focus on diverse international markets and regulations. Successfully navigated complex global corporate environments and large-deal practices.
- Change Management:** Adept at leading organizational change initiatives, guiding teams through transformations, and ensuring smooth transitions during periods of substantial change.
- Performance Measurement:** Developed Project Management plans, strictly adhering to scope, budget, and global standards, fostering iterative development and collaborative success.
- Collaborative Content Strategy:** Collaborated closely with diverse cross-functional teams, fostering a culture of collaboration and alignment across the organization. Proficiently curated and designed impactful content tailored for senior program leadership by collaborating with cross-functional teams.
- Data-Driven Insights:** Leveraged data-driven insights, utilizing tools like Salesforce, to prepare reports, monitor digital leads, and map insights, resulting in substantial cost savings and identification of lucrative business opportunities

TOOLS/ PLATFORM

SAP R/3-PM/MM, Salesforce, JIRA, Azure DevOps, Power BI, Adobe Workfront & AEM, Minitab, Primavera P6 Professional R8.4, R, SQL, Tableau 10, MS Office, MS Project, MS Team, Outlook, PowerPoint, Excel, SharePoint, Podio, Google Doc, Google Sheet, Google Slides, Google Meet, Smartsheet

CAREER PROGRESSION

RWA/SIG (Payroll: NavYaan Consulting), USA

Oct 2024 – Present

IT Project Manager, Team Size:15+

- IT Service Management:** Managing IT ticketing workflows in JIRA for the RWA Project, significantly enhancing productivity and reducing system downtime through streamlined processes.
- SAP MRO BTP App Implementation:** Leading the SAP MRO BTP App development and deployment at SIG as Project Manager, driving the initiative through strategic project management and cross-functional collaboration to deliver innovative app solutions and achieve operational cost reductions.

<b>Pfizer/IBM (Payroll: NavYaan Consulting), EMEA &amp; North Africa</b>	<b>Dec 2021 – Sep 2024</b>
<b>Business Transformation Consultant/ Digital Transformation Program Manager/Agile Project Manager, Team Size:10+</b>	
<ul style="list-style-type: none"> <li>• <b>Strategic Transformation Leadership:</b> Orchestrated and led the GTMx Business Transformation Program, showcasing my expertise in driving successful business transformations. Achieved improvements in engagement between healthcare professionals (HCP) and patients, aligning to foster an Agile culture and transformation.</li> <li>• <b>Agile Change Management:</b> Spearheaded operational communication and change management within the Digital Transformation Program through agile project management methodologies. This highlights my commitment to Agile principles and efficient project execution.</li> <li>• <b>Market Readiness Communication:</b> Successfully devised and executed market readiness communication strategies to ensure seamless product launches in new markets, specifically focusing on North Africa and EMEA regions. This experience demonstrates my ability to enhance market reach and sales opportunities through effective communication strategies.</li> <li>• <b>Collaborative Strategic Partner:</b> Collaborated closely with cross-functional teams, including the Country Leadership Team, Transformation &amp; Strategy Lead, and Biopharma Partner. Leveraged business transformation expertise to drive strategic initiatives, promoting collaboration across the organization.</li> <li>• <b>Agile Project Management Excellence:</b> Provided critical support for ad hoc activation and market implementation activities, emphasizing my proficiency in Agile project management.</li> </ul>	
<b>Think &amp; Learn (Byju's), India</b>	<b>Jan 2021 – Dec 2021</b>
<b>Agile Project Manager – PMO, Team Size:15+</b>	
<b>Reason for Leaving:</b> Better Growth & prospects in terms of Global Exposure	
<ul style="list-style-type: none"> <li>• <b>Robust PMO Governance:</b> Established a comprehensive PMO Governance Structure for 40+ Programs &amp; Projects, overseeing a resource pool of 3500+, ensuring efficient project oversight, resource allocation, and governance.</li> <li>• <b>Agile Project Excellence:</b> Developed end-to-end Project Management plan for a \$200,000 CAT Project, strictly adhering to scope, budget, and global standards, fostering iterative development, and achieving collaborative success.</li> <li>• <b>Cost Optimization:</b> Monitored Cost per K3 Quiz production, optimizing business value through collaboration with Disney, resulting in significant cost savings and timely deliveries.</li> </ul>	
<b>Welspun Global Brands, India</b>	<b>May 2020 – Dec 2020</b>
<b>Consultant – Digital Transformation Strategy &amp; Sales Operation/EA (PMO, Tiger Team), Team Size:4+</b>	
<b>Reason for Leaving:</b> Role Redundant and Restructuring	
<ul style="list-style-type: none"> <li>• <b>Digital Strategy &amp; Insights:</b> Utilized Salesforce to prepare reports, monitor digital leads, and map insights, resulting in substantial cost savings of approximately \$25,000 by identifying allocation errors and business opportunity trends.</li> <li>• <b>Effective Digital Transformation:</b> Developed and executed new digital strategies and channels, achieving a notable increase in the conversion ratio of digital leads from 1.5% to 3.5%. This initiative also reduced lead time for conversion, enhancing overall digital performance.</li> <li>• <b>Strategic Planning &amp; Market Expansion:</b> Provided crucial support to create a Zonal Wise Annual Operating Plan (AOP) valued at \$15 million, ensuring effective strategic planning and alignment across PAN India. Successfully managed the rollout of brands and products in new markets, establishing a network of over 50 channel partners, expanding market reach, and driving sales opportunities.</li> </ul>	
<b>VIBIL Technologies, India</b>	<b>Jan 2020 – Apr 2020</b>
<b>Program Manager/EA (PMO), Team Size:15+</b>	
<b>Reason for Leaving:</b> Fixed Term Contract/COVID	
<ul style="list-style-type: none"> <li>• <b>Strategic Corporate Planning Leadership:</b> Collaborated closely with the Group company's CEO, Board of Directors, and Leadership team to develop a highly effective Annual Operating Plan (AOP) aligned with the Strategic Plan imperatives, ensuring seamless corporate strategy planning and successful implementation.</li> </ul>	
<b>Vandana Global, India</b>	<b>Apr 2018 – Dec 2019</b>
<b>Senior Manager/EA – Strategy &amp; Analysis/Head- Costing, Team Size:5+</b>	
<b>Reason for Leaving:</b> Fixed Term Contract	
<ul style="list-style-type: none"> <li>• <b>Cost Optimization Leadership:</b> Streamlined costing and P&amp;L reporting, reducing overhead expenses through strategic process mapping and cost optimization strategies.</li> <li>• <b>Financial Decision Support:</b> Assisted the Director/CEO in investment decisions with detailed feasibility studies, including cost-benefit analysis, cash flow projections, NPV and IRR analysis, and breakeven analysis.</li> <li>• <b>Strategic Business Advisor:</b> Provided day-to-day strategic support to the Director/CEO by analyzing business reports, crafting presentations, and handling data requests. Collaborated cross-functionally to develop and implement aligned corporate strategies, operational plans, and financial plans, ensuring successful execution.</li> </ul>	
<b>Blue Ocean Med Tech, India</b>	<b>Sep 2017 Mar 2018</b>
<b>Co-Founder/Business Leader– Strategy &amp; Sales Operation, Team Size: 15+</b>	
<b>Reason for Leaving:</b> The Start-Up didn't run well due to lack of Funding.	

<ul style="list-style-type: none"> <li>• <b>Strategic Sales Leadership:</b> Successfully developed a distribution channel and efficiently managed a Sales Team in North India, driving sales growth and market expansion.</li> </ul>	
<b>Francorp, India</b>	<b>Jun 2016 – Sep 2017</b>
<b>Senior Strategy Consultant/EA</b> , Team Size: 5+	
<b>Reason for Leaving:</b> To start a Start-up.	
<ul style="list-style-type: none"> <li>• <b>Strategic Market Expansion:</b> Enabled 40+ global brands to expand across PAN India, achieving a 20% increase in market penetration through strategic planning, target operating models, and roll-out strategies.</li> </ul>	
<b>Match My Thesis, Denmark</b>	<b>Aug 2015 – May 2016</b>
<b>Strategy Analyst</b> , Team Size: 5+	
<b>Reason for Leaving:</b> To come back to India and start a Start-up.	
<ul style="list-style-type: none"> <li>• <b>Strategic Business Development Impact:</b> Played a pivotal role in supporting business development efforts, contributing to a 25% increase in deal closures by actively participating in Business Owner and Investor calls, Presenting Proposals, and pitching customized solutions to secure successful contracts.</li> </ul>	
<b>RasGas (Payroll: QNFS), Qatar</b>	<b>Jun 2013 – Aug 2014</b>
<b>Project Planner</b> , Team Size: 45+	
<b>Reason for Leaving:</b> To do a full-time MBA from CBS, Denmark	
<ul style="list-style-type: none"> <li>• <b>Efficient Project Planning:</b> Reduced project timelines by 15% through precise project scheduling, critical path analysis, and Work Breakdown Structures (WBS). Achieved streamlined coordination of subcontract schedules and budget alignment.</li> <li>• <b>Strategic Investment Success:</b> Led business case preparations for Capex investments, resulting in a 20% increase in project success rates. Conducted comprehensive feasibility studies, risk assessments, and financial projections, ensuring optimal outcomes and stakeholder engagement.</li> </ul>	
<b>Haldia Petrochemicals, India</b>	<b>Jul 2005 – Jun 2013</b>
<b>Assistant Manager – Project Management (PMO)</b> , Team Size: 25+	<b>Jul 2008 – Jun 2013</b>
<b>Planning Engineer – Project Management (PMO)</b> , Team Size: 5+	<b>Jul 2006 – Jun 2008</b>
<b>Management Trainee</b>	<b>Jul 2005– Jun 2006</b>
<b>Reason for Leaving:</b> For overseas opportunity and funding MBA Education	
<ul style="list-style-type: none"> <li>• <b>Strategic Feasibility Insights:</b> Conducted exhaustive feasibility studies for Capex investments and new ventures, delivering valuable insights and recommendations to the management team, resulting in the exploration of new business areas.</li> <li>• <b>SAP Project Excellence:</b> Successfully led and managed multiple SAP implementation projects, ensuring project success by overseeing project planning, resource allocation, risk management, and stakeholder engagement.</li> <li>• <b>Efficient SAP Integration:</b> Spearheaded cross-functional teams to seamlessly integrate SAP PM with other modules like MM, PP, and QM, streamlining operations organization-wide. Developed and executed change management plans, achieving a 15% increase in end-user adoption of new SAP systems and processes through effective communication and training strategies.</li> </ul>	
<b>PART-TIME JOBS/INTERNSHIP</b>	
<b>WAF Award (NGO), Denmark</b>	<b>Nov 2015 – May 2016</b>
<b>Strategy Analyst</b>	
<ul style="list-style-type: none"> <li>• Developed a business strategy to expand the market and secure a fundraising goal of \$50,000.</li> </ul>	
<b>GN ReSound A/S, Denmark</b>	<b>Mar 2015 – Aug 2015</b>
<b>Strategy Consultant (MBA Integrated Strategy Project)</b>	
Created a robust financial model forecasting a discounted cash flow of \$66 million over five years, based on a \$20 million initial investment, to develop new customized services/products to meet specific customer demands in the B2C Hearing Instrument Industry.	
<b>Fibrenetix Aps, Denmark</b>	<b>Dec 2014 – Mar 2015</b>
<b>Director of Advisory Board (MBA Project)</b>	
<ul style="list-style-type: none"> <li>• Devised a comprehensive Go-To-Market strategy and recommended an internationalization strategy utilizing the OLI Framework, resulting in a 30% increase in market share in the Middle East and successful business expansion on a global scale.</li> </ul>	
<b>ACADEMICS</b>	
<b>MBA (Strategy &amp; Finance)</b> , Copenhagen Business School, Denmark, 80%	<b>2014–2015</b>
<b>BE (Mechanical)</b> , National Institute of Technology (NIT) Durgapur, India, 72%	<b>2001–2005</b>

## PROFESSIONAL DEVELOPMENT

- Certification in **AI & Agility**, **ScrumAlliance**, February 2024
- Certification in **Disciplined Agile® Senior Scrum Master (DASSM®)**, **PMI**, January 2024
- Training in **Introduction to Prompt Engineering for Generative AI**, **LinkedIn/PMI**, September 2023
- Certification in **Generative AI for Project Managers**, **PMI**, September 2023
- Training in **How to Boost Your Productivity with AI Tools**, **LinkedIn/PMI**, September 2023
- Certification in **Lean Six Sigma Green Belt (LSSGB®)**, **KPMG**, August 2023
- Certification in **ITIL® 4 Foundation**, **Axelos**, July 2023
- Certification in **Kanban System Design® or KMP-I®**, **Kanban University**, December 2022
- Certified **SAFe® 6 Advanced Scrum Master (SASM)**, **Scaled Agile**, December 2022
- Training in **Agile for Leader Program**, **Pfizer**, November 2022
- **Certified Professional Agile Coaching (ICP-ACC®)**, **ICAgile**, April 2022
- Certified **Project Management Professional (PMP®)**, **PMI**, July 2021
- **Certified Scrum Master® (CSM®)**, **ScrumAlliance**, May 2021
- Certification Training on **JIRA- Project Management**, **StarAgile**, October 2021
- Certification Training on **PMI-ACP**, **KnowledgeHut**, September 2021
- Certification in **Digital Strategy**, **LinkedIn/PMI**, December 2020
- Certification in **Thinking Strategically as a Manager**, **Skillsoft**, June 2020
- Certification in **Create a Go-To-Market Plan**, **LinkedIn/NASBA**, September 2019
- Certification in **Data Analytics for Pricing Analysts in Excel**, **LinkedIn/NASBA/PMI**, September 2019
- Certification in **Learning Tableau 10 Essential Training**, **LinkedIn**, September 2019
- Certification in **Creating a Program Strategy**, **LinkedIn**, September 2019
- Certification in **Learning SQL Programming**, **LinkedIn**, August 2019
- Certification in **Balanced Scorecard and Key Performance Indicators**, **LinkedIn**, August 2019
- Certification in **Business Analytics**, **Edu Pristine**, August 2017
- Certification in **Lean Management**, **Simplilearn**, February 2017
- Certification in **Primavera 6 Professional R8.4**, **Wiznic World**, December 2014
- Certification in **Swift Advanced Excel**, **NIIT**, March 2012,
- Training in **SAP R/3 PP/PM**, **Futuresoft**, November 2008
- Certification in **Piping Design & Engineering**, **Design Techniques**, June 2008

## OTHERS

- **Languages:** English (Fluent), Hindi (Native), Maithili (Native), & Bengali (Intermediate)
- **Award:** MBA Student of the Year 2015

~ References: Available on Request ~