

Srikumar Sundaram

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MBA, Indian Institute of Management (IIM), Shillong – Pursuing (2015-16)



Profile Overview

- Offering 5.4 years of extensive work in Project development, LEAN enterprising solutions, Customer Relations, Business Analysis, Strategic Process Initiatives, Client Communications, Project overseeing and Support for Customers.
- Business Development in the Retail & Banking space involved in Market Research, Understanding Customer pain-points, Proposition of innovative solutions and liaising with stakeholders.
- Self-starter with Effective communication skills, Team player and excellent grasp of fundamentals combined with attention to detail and business process improvements with Quality and standards.

Key Strengths

Adaptable | Passionate Marketer | Great Learner | Change Maker | People Relationship

Project Experience

Novogenia, Salzburg, Austria | Associate Project Manager / Business Analyst

- Handled 5-7 business websites for the client that involved sales of medical products for consumers across Europe and United States.
- Managed a wide pool of approx. 1-4 development teams, 1-3 translators, video editors and responsible for collating data and implementing across websites.
- Gathered business requirements from clients involving strategic decisions, product offerings, and website enhancements

Syntel Inc., India, Innovations Lead / Business Analyst

- Channelized business needs from the project teams to the senior management, proposition of new business ideas for Retail space, and supervising project teams in development needs
- Managed a team of 5 in delivering a centralized e-commerce metrics dashboard to a leading departmental store in the U.S. Involved in functional requirements gathering, customer interactions, strategic initiatives in showcasing new value-adds and delivery of the product.
- Supervised a 25 member R&D team in idea discussions, new value-add initiatives across MCC space, conceptualization of ideas for new project kick-offs

Team Lead, SOG Academy Xpress

- Idea presenter for centralized corporate training, a turnkey project for **3000 employees**.
- Managed a team of 2-5 resources, each involved in development, Human Resource, Business Gathering and Customer communications and Involved in Project model, Pay-offs and the Project plan presentations, conducting workshops showcasing the POC across horizontal heads.

Highlights

- Recognized and Awarded across the top management for bringing up the innovative project and successfully delivery as per the vision of the project.
- Instrumental in successfully rolling out this turnkey project to **3000 employees** across the horizontal

Team Lead, Pre-Sales Business Proposal, Cisco Systems | Wells Fargo

- Understanding customers technology system and assisting in a new channelized migration approach.
- Preparing case-studies, capability deck, Gathering information from the project teams and Consolidating the feasible solution to be presented.
- Involved in showcasing a small pilot on specific modules to demonstrate capability in Oracle APEX.

Domains Interested

Marketing, Sales/Pre-Sales, Strategy, Program Management, Consulting

Key Responsibilities at IIM

- Part of Public Relations and Placements

Key Achievements

- **All-India 1st in Business Case** event of Marsense at NITIE, Mumbai
- **Finalist for Markfeat** – All India Business Case at XLRI, Jamshedpur
- Selected as **Innovations Lead** for Retail Business Solutions
- **Highest contributor of LEAN ideas** across the horizontal with a success rate of 60% implementation of projects for process improvement across organization.
- Received **SOG Bright-Spot Award** for successfully rolling out the corporate training portal across Syntel for 3000 emp.
- Received Syntel–**Stretch Award (Q2-2012)**
- Felicitated & Rewarded **Certificate of Excellence Award** by Sr. VP (Syntel)
- **LEAN – BRONZE Certified** by Syntel for successfully delivering a \$1, 04,000 million project
- Received **Customer-Best Employee Award** and **Client appreciation** for rolling out BI reporting tool for multiple business processes
- Received **SYNTEL SMART award** for FY-2010 award for outstanding demonstration of Syntel Core Values

Corporate Internships

- IBM India, Hospital Management, **Great Mind Challenge (TGMC)**
- HCL Info Systems, After-Sales Service
- L & T Infocity Limited, Facilities Management

Educational Background

MBA – IIM Shillong (2015-16) -Pursuing
B.Tech (Computer Science) – SASTRA University

Personal Details

Gender - Male
Date of Birth - January 30, 1988
Languages - Hindi, Tamil, English
Passport Number - H6965399
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