

Ashim Majumdar, 45-B,Ajanta Road,Santosh Pur, Jadab Pur, Kolkata- 75, India.
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OBJECTIVE

A Seasoned Software Professional Seeking a challenging position that utilizes Project - Program management, Technical management, Resource recruiting, Solution Architecture, Design, Delivery management, Branch Heading, Operation management, Relationship management, Business Development, Online Bidding Management, Cloud Technology, Agile etc. .

- Project Management:- Projects managed using PMI Methodologies through life-cycle ensuring projects are successfully completed within planned budget, schedule and scope.
- Quality Management:- Quality assurance and management techniques applied with DMAIC methodology
- Recent areas of successful work include Project Management (Infrastructure and Application-based) and PMO Leadership in all areas of the project life-cycle, including Resource hiring, project definition/initiation, requirements & design, QA & testing management, execution & deployment.
- Building the project framework with a solid foundation through formal process engineering & governance, schedule planning and management, scope definition and controlled execution, team systems training, risk identification and mitigation, with strong team leadership to control and maintain the project's overall plan.
- Able to identify critical path dependencies between organizational and procedural issues, developing remediation approaches to bridge organizational process, procedural and standards gaps
- Energetic; customer-focused; solution-oriented. Proven ability to identify and mitigate potential risk factors within project life-cycle
- Superior verbal and written professional inter-team, Business partnership, Executive and Sr. Leadership, and communication skills.
- Proven ability to solidify and implement training for standard process and procedure model usage among Account-wide teams, while maintaining the relationship between effective internal training programs and satisfying client requirements.

PROJECT MANAGEMENT PORTFOLIO

Methodologies and Techniques Applied: Enterprise Project Management, Design, Agile/SCRUM project management methods and techniques, application of PMI/PMBOK standards and best practices (cost, scope, human resource, time, integration, quality, risk, procurement and communications management knowledge areas/processes), SDLC, Six Sigma methodologies and techniques, Testing & QA management, Planning, earned value, critical-chain, SWOT analysis, Business Analysis, root cause analysis, Pareto charting, process engineering, change management, Waterfall etc.

Industry Domain Experience: ERP for Real Estate Management ,ERP for Garment Industry, GIG / FREELANCER Software Development, Banking, Financial Services and Insurance (BFSI), Production Management, Health-care, Education, Human Capital Management, Hospital, Retail Chain Management, Web Technologies, Mobile Technologies, e-Commerce, e-Governance, ERP, SAAS, BI, CRM, Courier & Cargo, Travel & Tourism.

EXPERIENCE SUMMARY

- 30 years experience in Requirement Analysis, Process Design, Operations Management, Project Management, and Client Servicing. Experience in IT Business Consulting, Planning, Release Management, Relationship Management, ROI (Return on Investment), Operation Management, Resource Hiring and Management, Program Management, Engagement Management, Requirement Analysis, Data Migration, Service level Agreement (SLA), Customer Project Management, Project governance, Vendor Management, Risk Management, Reporting and data mining for presales opportunities, End-to-End responses to multiple RFPs/RFIs , Gap analysis, compliance statements, effort estimations & costing, schedule, articulating Business requirements, Solution Architecture, IT

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Strategy, Business Process Consultancy, Enterprise Infrastructure Design, designing & implementation of Web based solution in centralized, d-centralized and Hybrid architecture, software design/ development, good experience in Financial Services, Quality Assurance & Client Servicing with Techno-Functional Knowledge. Extensive experience in project planning, cost and schedule management, business analysis, project management infrastructure development, IT life-cycle development process, process engineering and project leadership. Dynamic, result oriented, hard working individual with excellent communication (technical and non-technical), leadership and interpersonal skills and commitment to achieve corporate goals. Well versed with CMM Level 5 & IEEE standard for project delivery Possess, excellent interpersonal, communication and organizational skills with proven abilities in team management, customer relationship management and planning.

- Extensive experience in **Government and Non-Government Client Interaction, Requirement Analysis, Design, Development, Implementation, Support and Service Delivery.**
- Strong working knowledge on versatile domains like ERP for Real Estate Management ,**ERP** for (Banking and Insurance Management, Ship Building Industry, Hospital Management, Printing Industry, FMCG, Manufacturing Industry, Courier & Cargo etc.), **E-COMMERCE** for (Travel Management, Airlines Management, Recipe Management), **SaaS** , **E-GOVERNANCE**, **BFSI**, **Retail Chain Management**, **POS,AI, BI, CLOUD CRM**, Data Migration, MIS and others.

My Present activities and Expertise:

- Since from the systems study to Project delivery and project boundary fixing along with client interaction for requirement studying including elaborately asking their requirement,motivating,make them understand for their requirement.Then Planning,Gap analysis,Estimation,SRS with B2B and B2C design and approving the SRS by the client.Then sitting with the software developers and make them understand about the project.Then preparing the work breakdown (WBS), Project management chart by using scrum method and allocation the job to the resources and daily basis monitoring the job.After completion of the project testing the function module wise as well as integration wise then installing the project software to the client place and testing all the functions of it. After commissioning the project collecting the client's certificate and asking for any further requirement or enhancement.

My accomplishments

1. Oversee and analyze prime project buyout accounting for savings and contingencies
2. Ensure that the project team understands all aspects of the prime contract relating to their respective responsibilities, and demonstrate a thorough understanding of the prime contract checklist and organizational structure
3. Negotiate, analyze, and prepare purchase order agreements, subcontracts, and cost control budgets
4. Extensive experience in Government and Non-Government Client Interaction, Requirement Analysis, Design, Development, Implementation, Support and Service Delivery

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5. Coordinated with Development / Delivery to clarify requirements for team, defect fixing and other issues.
6. Experience in managing as Project Manager allowed me to get strong analytical, technical and managerial skills that can be effectively utilized by the organization.
7. Costing of the project phase wise for both T&M and FP estimation
8. Conducting PMR
9. Conducting Security Audit and Project Audit
10. Preparing Metrics Report and submission in the system at the end of the month
11. RUS(Resource utilization Sheet)
12. Preparing Quality Gateway evidence and sending to QMG
13. Interim Project closure report
14. Estimating requisite person days needed for quote project wise.

Key Skills Entail: - Solution Architecture, Resource Management, Software Development Life-cycle, Design, End-to-End Project Management, Product Management, Delivery Management, Requirement Analysis, Business Analysis, Online Bidding Management, Quality Assurance and Control, Risk Management, Budgeting / Cost Control, Planning, Startup, ROI (Return on Investment), Branch Heading, Stake holders Management etc..

Key Challenges: Client satisfaction to bring more business, Planning, ROI (Return on Investment).

Goal: To win trust of customers by over delivering.

Interest: Facilitation Techniques. Planning

ACADEMIC PROFILE:

B.Tech.(Mech.), M.G. University, India.
M.B.A. Cochin University, India.
PMI - 1721167

OVERSEAS EXPERIENCE: UAE, USA, Fiji .

Technologies:- WAMP, ATOM ,Sharepoint, dot Net,Ai ,Bi , MS-Studio, Php, Magento, Python,React JS,Node JS Angular JS, LARAVEL, Wordpress, Ajax, Joomla, Ruby on Rails, Oracle 11g/8i,Developer Suit 10g, D2K,SQL-PLUS, FoxPro, Visual FoxPro, OWB, SQL 2008/BI, Crystal, MS-ACCESS,HTML, XML, JSP, ASP, Servlet, Java Script, Java, EJB, J2EE, Web Servers,AWS,Azure, Application Servers (IBM Web Sphere 4/5, JBoss).

Databases: - Oracle, SQL Server.MySql,MongoDb

Tools: BaseCamp,Gitlab, Trello, PMS, ZohoCRM, ERWIN(Designer-2),MS Project, GitLab , Source Safe, JIRA, Visio 2007,VSS, TOAD,Oracle SQL Developer.UML.

Methodologies:

PMI, SDLC,PDLC, UML, Lean, Agile/Scrum/Iterative, Spiral, Waterfall, 2Tier/3Tier Architecture, Project Management (Time and Cost Estimation using COCOMO, Fp estimation, Bottom up and Top down approach (Analogy based) effort estimation), Integrate with third Party softwares, API, Payment Gateway integration etc. .

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Working Experience in Chronological order

- 1. *Duration:* *Jan 2019 to till date*
 Company/Firm: *Tecions Software Pvt. Ltd.*
 Designation: *Head of Technology***

- 1. a) *Duration:* *Jan 2020 to till date*
 Company/Firm: *Self Employed*
 Designation: *Startup Advisor (Remote/Hybrid)***

- 2. *Duration:* *Oct 2016 to Dec 2018*
 Company/Firm: *HCL Technologies LTD.*
 Designation: *Sr. Project Manager***

- 3. *Duration:* *August 2016 to Oct 2016*
 Company/Firm: *Max Mobility Pvt. Ltd.*
 Designation: *Delivery Head***

- 4. *Duration:* *July 2015 to August 2016*
 Company/Firm: *Wipro Ltd.*
 Designation: *Sr. Project Manager***

- 5. *Duration:* *November 2014 to July 2015*
 Company/Firm: *B3Net Technologies Pvt. Ltd.*
 Designation: *Vice President - Technical***

- 6. *Duration:* *January 2007 to November 2014*
 Company/Firm: *HCL Technologies Ltd.,*
 Designation: *Sr. Project Manager6.***

- 7. *Duration:* *March 2003 to December 2006*
 Company/Firm: *Descon Limited, Kolkata*
 Designation: *Sr. Project Manager***

- 8. *Duration:* *May 1999 to February 2003*
 Company/Firm: *SOFFRONT Software Inc.*
 Designation: *Technical Manager (Product Development)***

- 9. *Duration:* *September 1995 to April 1999*
 Company/Firm: *World Digital Sound Limited.,*
 Designation: *Manager Software Development (Product Development)***

- 10. *Duration:* *June 1990 to September 1995*
 Company/Firm: *PCS Technology Ltd. (Formerly PCS DG (I) Ltd.),*
 Designation: *Assistant Manager Systems (Product Development)***

COMPANY PROFILE: The Company manages the business and technology complexities of today's economy. It provides software solutions that are a specialized mix of domain knowledge, quality procedures and service offerings in Internet, Intranet, Application and System level software. It's software solutions fit the business and budget of any organization and help the organization to stay ahead of the competitors in a challenging global market. It works with companies in the ERP, Healthcare, Financial Services & Insurance, Office /Industry Automation.

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Responsibilities in Tecions Software Pvt. Ltd.

- Comprehensive database management and migration.
- Website, Mobile APP, Ecommerce, SaaS etc. development.
- Project delivery, Product delivery, Service delivery after QC Testing.
- Generate new Softwares for National and International Clients(Global Delivery).
- e-Commerce Systems Development and Mobile/Tab based software Development.
- Product Development based on cloud database.
- National and International Client interaction.
- Participation in the decision making process related to all management decision regarding any technical activity like new product line selection and introduction, recruiting senior technical manpower and so on.

Responsibilities in Self Employed Consultancy

- I specialize in providing comprehensive support to entrepreneurs during the critical early stages of their startup journey, ranging from ideation to seed funding, pre-seed investments and Series A funding.
 - My expertise lies in offering consulting services that cater to both the technological and non-technological aspects of their ventures. Whether you need guidance in developing innovative tech solutions or strategic insights to address non-technical challenges, I am here to assist you.
 - Don't hesitate to reach out and connect with me for a collaborative and effective approach to refining your startup's path to success.
- **Technical Support, Business Strategy, Start-up Consulting, Ai/Bi Project/Product Development and IT Strategy**

Responsibilities in HCL Technologies Ltd.

- Understanding and implementing of project management practices.
- Interacting with the client for requirement gathering, designing and reporting.
- Bridging the gap in domain understanding between the client and technical team.
- Involved in managing project scope and change requests.
- Interact with the client to create technology specifications from business requirements for modules within the project.
- Provide efforts estimates for the project/modules with inputs from the Development Team.
- Report on project progress against plan, including effort, schedule, milestones, issues and risks.

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- Efficient resource management and ensuring appropriate human capital utilization at all points of time.
- Assisted with required data analysis, interpretation, correction and document presentation for various assignments.
- Project planning & estimation in line with customer expectations & end-to- end client engagement.
- Performance appraisals & regular feedback giving for overcome development areas.
- Interact with clients, understand the requirements and translate it into functional understanding.
- Closely work with internal stakeholders including sales, account management to maximize the further project opportunities for the existing customers.
- Project management and process training for the team members.
- Analyze project metrics to ensure compliance to quality.
- Drive the compliance of SLAs and make strategies to overcome non- compliance.
- Self-motivated with an ability to thrive under pressure.

Domains:- Customised ERP

Responsibilities in Max Mobility Pvt. Ltd.

- Comprehensive database management and migration.
- Mobile APP, Ecommerce,AIML,CHATBOT.
- Project delivery, Product delivery, Service delivery after QC Testing.
- Generate new Softwares for National and International Clients(Global Delivery).
- e-Commerce Systems Development and Mobile Phone Development.
- Product Development based on cloud database.
- National and International Client interaction.
- Participation in the decision making process related to all management decision regarding any technical activity like new product line selection and introduction, recruiting senior technical manpower and so on.

Responsibilities in Wipro

- Requirement analysis, creating the business case and initiating the project, Managing overall project including, cost, schedule, risk, resource and communication, Delivery.
- Managing the coordination with offshore and onsite. Building infrastructure and environment for the project.

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- Working on the Overall Architecture and Technological Decision. Helping technically on Designing SOA architecture.
- Coaching and mentoring technical team. Writing and reviewing technical documents. Produced project status reports, managed the team and resolved day-to-day issues with emphasis on SDLC.

Responsibilities in B3Net Technologies Pvt. Ltd.

- Brand development, web site traffic growth, Software UI Development.
- Comprehensive database management and migration.
- Generated new Softwares for National and International Clients.
- e-Commerce Systems Development and Mobile Phone Development.
- Product Development based on cloud database SaaS HRMS.
- National and International Client interaction.
- Participation in the decision making process related to all management decision regarding any technical activity like new product line selection and introduction, recruiting senior technical manpower and so on.

Responsibilities in HCL Technologies Ltd.

- Responsible and accountable for the coordinated management of multiple related projects directed toward strategic business and other organizational objectives. Business Development.
- Build credibility, establish rapport, and maintain communication with stakeholders at multiple levels, including those external to the organization.
- Define and initiate projects, and assign Project Managers to manage cost, schedule, and performance of component projects, while working to ensure the ultimate success and acceptance of the program.
- Maintain continuous alignment of program scope with strategic business objectives, and make recommendations to modify the program to enhance effectiveness toward the business result or strategic intent.
- Coach, mentor and lead personnel within a technical team environment.
- Present periodic Dashboard reports on the current program, future opportunities and client issues.
- Delivery Management
- Client Interaction

Domains:- Customised ERP

Responsibilities in Descon Limited

- Responsible for the development of new projects. Business Development.
- Responsible for the recruiting, management and career development of consulting staff,
- Provided project turn-around expertise at the customer site with emphasis on regaining *customer confidence*.
- *Responsible for staff/account management and prioritization and forecasting.*
- *Met professional services revenue and profit quotas while managing regional P&L.*
- *Provided delivery management to ensure customer satisfaction and reference-ability*
- *Developed project plans and assumed responsibility for project profit and loss.*
- *Monitored project activities and advised staff of issues due to resource availability.*
- *Delivery Management*
- *Client Interaction.*

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- Domains :-**
- 1) E-GOVERNANCE For National Test House (Kolkata)
 - 2) ERP for Printing Industry
 - 3) E-Governance For West Bengal School Service Commission.

Responsibilities in SOFFRONT Software Inc.

- Increased the company's growth by securing new partners, consulting engagements and by delivering Product. Business Development.
- Responsible for program and portfolio management activities within the Sales and Marketing division.
- Executed and maintained program management processes and disciplines in the areas of: program schedule and quality management; communications management; human resource management; cost management; procurement management; risk / issue management; change management.
- Mentored staff in methodology and consulting excellence and encouraged best practice in product management and product planning.
- Managed budget for the organization to influence organization's financial profitability.
- Managed and perform the process of Statement of Work and contract creation to secure new and follow-on work.
- Pro-actively managed systems development, implementation and risk via the use of SDLC.
 - Client Interaction

Domains:- 1)CLOUD CRM

Responsibilities in World Digital Sound Ltd.

- My role was to manage the Product and deliver it. I was reporting to CEO.

Domains:- 1)ERP for CD Manufacturing & Retail Chain Management System

Responsibilities in PCS Technology Ltd.

- My responsibility was to developed the Product and deliver it. I was reporting to GM.

Domains:- 1)ERP for Computer Manufacturing Industry

WORKSHOP/TRAINING PROGRAMS ATTENDED

- Training on PMP by PMI.
- Workshop in CMM5.
- Agile Methodology and implementation.
- Project Management & Delivery Process training.
- Internal ISO 9001:2000 training.

PERSONAL PROFILE

Nationality : Indian
Date of Birth : 1st January of 1964
Marital Status : Married

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