

Aravind Chelliah , MBA

San Francisco Bay Area

Principal Architect at Apttus

Summary

Principal Solutions Architect with experience in Software-as-a-Service (SaaS) based CRM (Sales & Service) /CPQ(configure-price-quote) /CLM (Contract lifecycle management) solution enablement leveraging leading cloud based software solutions, notably Salesforce.com and Apttus . Over 15 years of experience in consulting for clients across various industries such as, finance, media/entertainment, manufacturing, consulting services and high-tech companies. A strong record of reengineering and automating lead to cash processes to achieve significant cost savings and revenue growth for clients. Proven mentor and trainer, skilled at communicating with all organizational levels and cross-functional teams to develop a shared vision and foster a culture of excellence. Knowledge in web-based systems architecture, service-based architecture, enterprise application architecture as well as experience managing expectations when balancing alternatives against business and financial constraints.

Experience

Principal Solutions Architect at Apttus

December 2013 - Present (6 years 6 months)

Professional Services , Software Delivery , Pre-Sales Scoping, Global Program Architect/Delivery

Sr.Architect with experience in Software-as-a-Service (SaaS) based CRM (Sales & Service) / CPQ(configure-price-quote) /CLM (Contract lifecycle management) solution enablement leveraging leading cloud based software solutions, notably Salesforce.com and Apttus . Over 15 years of experience in consulting for clients across various industries such as, finance, media/entertainment, manufacturing, consulting services and high-tech companies.

Business Solutions Architect at Cisco

June 2008 - December 2013 (5 years 7 months)

Global Manufacturing Operations – Solution Architect

Architect and design a federal government compliant fulfillment process to meet the trade agreements act policy.

Strategic Pricing Solutions and Analytics – Program Manager

Drive a holistic and architecturally consistent process to create a 2-3 year pricing and discounting capability roadmap that supports pricing as a strategic asset for Cisco. Provide process leadership in collaboration with cross-functional partners, Cisco boards, and solution owners.

Market Segment Finance and Operations – Finance Analyst

Managed the market share reporting for 3 technologies - Unified Communications, Security, Wireless LAN . Program manager for Technology Market Segment application

Sr. Business Systems Analyst at GENPACT

February 2006 - May 2008 (2 years 4 months)

Developed analytical solutions and provided data insights for rail car leasing business unit of GE

- Analyzed business intelligence needs and participated in all phases of delivery (architecture, design, develop, testing) for various financial and marketing applications/tool that were built in house.
- Facilitate the requirements gathering process and owned the BRDs from an analytics stand point which was socialized with business partners and IT teams
- Analyzed business intelligence needs and participated in all phases of data warehousing projects, from analysis, architecture, modeling, extraction, transformation, loading and implementation using SAS BI products.

Market Research Analyst at Frost & Sullivan

January 2005 - February 2006 (1 year 2 months)

Focused on tracking and analyzing products, technologies and markets in the field of electrical power generation and provided quantitative forecasting and published research services.

- Defined market segmentation for various energy clients. Used various market engineering measurements to improve market penetration for clients.
- Guided companies in emerging technology trends in the energy sector.
- Provided revenue and sales forecast, market drivers and restrains, channel and demand planning and strategic recommendation for customers in the North American power generation market.

Education

School of Management

Master of Business Administration (MBA), Marketing & Finance

University of Madras

Bachelor of Engineering , Electrical and Electronics Engineering

Washington State University

Software Project Management

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LinkedIn Recruiter

2 people have recommended Aravind

"It was a pleasure to work with Aravind. His work is top notch, in time and with quality. He created various reports and metrics and helped us with better analytics. He is a great team player and would highly recommend him."

—Jyoti P More, Product Manager, Quote To Cash Systems, Salesforce.com, worked directly with Aravind at Cisco

"I was very fortunate to have Aravind work for me in the Pricing and Discounting organization at Cisco. He is an outstanding employee, consistently delivering above and beyond expectations. His SME knowledge is very comprehensive and he played a key role in driving direction in many areas across the pricing and discounting space at Cisco. Aravind is completely reliable and always delivers outstanding results and has demonstrated exemplary teamwork and collaboration. He works independently in a highly competent and reliable manner, only requiring limited direction and guidance where appropriate. He is a total team player and has excellent interpersonal skills. His work is methodical and well organized such that he is able to track multiple activities at the same time effectively. Additionally his calm, professional demeanor ensures that dialogues remain constructive and true to their objective. Aravind is able to focus on the details, as well as high level, at the same time effectively. His contributions to some of the key initiatives in our group stand testimony to his unique qualities. I highly recommend Aravind!"

—Kathy Gilbert-O'Neil, MBA, Global Practice Director, Quote to Cash, Wipro Limited, managed Aravind at Cisco