



HIMANSHU BATRA

CONTACT

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Panchkula, Chandigarh

SKILLS

MS dynamics 365 suite, MS business central Dynamics NAV, Power apps, Dynamics sales, Dynamics services

SAP MM, SAP SD, SAP HANA, Crystal reports

CRM Zoho, salesforce, dynamics 365 CRM administration

Data analytics, SQL, Python, Power BI, Data Mining, ETL

Course creation, k12 mentor Curriculum designer,

Digital media marketing, facebook,instagram, twitter, paid campaigns, analytics

Request for proposal documentation, functional and non functional requirements

Zoho crm saas implementation end to end

Database admin, virtual machines, aws, azure

IT pre sales, proposal documentation, client negotiations, software sales

Bid process management, software company technical tendering, rfp, presentations

PPC and Adwords, keyword research, retargetting.

LMSs, moodle integrations, API integrations, blackboard APIs

Sales analytics, google analytics, crm reports

Course software product development, backend design, course selling

Elearning product development, teacher dashboard, student dashboard, course

Business case, project management, costing, software estimation, functional points

Balsmiq and Azure, wireframing, screens

EDUCATION

Kurukshetra university

2007

Bachelor in technology ECE

VGSOM IIT KHARAGPUR

2009

MBA
7.86

EXPERIENCE

VMS

2019 - 2020

Project manager
CRM administrator
MS dynamics sales
MS dynamics marketing
Lead and funnel management
Marketing CRM reports and dashboards
Custom apps, ms power apps
MS 365 apps integration
Microsoft dynamics finance and operations
MS azure admin

LMS development
Course development
Reporting and analytics , learner performance
Peer to peer interaction

IT consultant
Requirement gathering
Documentation

Webart

November 2018 - April 2019

Project Manager
CRM sales, services and support management
CRM backend and data management

UI and UX research and design with leading a team of designers for best in class designs
Leading a team of testing team for functional testing of websites

Booking engine,php mysql, Market research,White label websites,agile product development,IT pre sales, client management, business analytics, data minning, reports, CRM management, machine learning, Python, Artificial intelligence, cloud AWS services integration, APIs, wire framing ,project management -Jira, Basecamp, Git and Github version control

Edu4assist

July 2015 - Oct 2016

Project manager
ERP automation for colleges and school
Functional consultant
College automation
Learning management systems development and deployment.

Leading a team of developers and designers in LMS development, elearning applications.

Moodle, Blackboard integrations

IT pre sales and proposal management for universities and colleges across USA and Europe.

1. Course creation on websites such as udemy, courseera etc.
2. Virtual classroom management.

Bidder team lead, upwork, freelancer, pph, fiver

Database architechture, oracle, db2, sql

Html, Java script, css

Booking engine, i frame, html

Aadhar, enrollment, data seeding with other government departments, nic, deptt. Of IT.

Document management system, e ration card, database cleansing

International sales, affiliate marketing, digital products

Support and call centre management

Backend management, team task allocation

Test cases, user cases

Email marketing, templates, content, nurturing, communication

Warehouse management, logistics sand supply chain, c&f, mrp, plant operations

Retail Banking, Channel sales, HNI clients, event management

Software product marketing

Market research, Quantitative research

Venture funding, startups, International finance, private placements

Govt. Contractual Nilets hiring

HR policy documentation, Leave policy

Recruitment & Training, Technical hiring

Business planning, finance

ICT infrastructure and networking

SQL and MySql

Mongo

Accenture

Nov 2014 - June 2015

Project Manager undertaking - e-governance
ERP software application development, Functional Consultant for a team of 30 .net developers in building an erp automation application.

Software system study, solution architecture, database schemea, application development, test cases, development of modules.

Data migration from legacy systems such as tally and other softwares to the new software

Integration with gps system for real time data

Git management and version control of software

ICT , networking and Infrastructure management for department of food

Setting up a call center, helpline for ration card holders across the state of himachal pradesh.

Public relations - Working with newspapers and media breifing on different e-governance projects. Republic day presentation via prade for ePDS.

I was involved in Bid process management of more than 8 IT projects. My responsibility was creation of RFP and RFI documents, inviting companies for bidding, selection of company, development, deployment of IT projects, payments to vendors etc.

Aadhar core team member, Aadhar data enrollment in himachal pradesh, Department of IT, Automation ERP project of civil supplies corporation, document management system for dept of food, RFP documentation, E tendering, Project management.

Antier

2014 - 2014

BDM and training

Course creation wizard
Skills certification tracking
Gamification
Mobile learning
Social learning

Leading a team of bidders on different platforms including odesk(upwork) , elance, behance, guru, pph, craigslist etc

Maintaining a continuous stream of projects in the field of mobile application development, digital media, website development etc.

Training and knowledge transfer on crm's, software development, wireframing, requirement document, wordpress, facebook marketing.

Authergen

July 2013 - Aug 2014

Product Manager
Zoho administrator

1. Reporting and data analytics
2. Workflows
3. CRM administration
4. Automation
5. Lead management
6. Campaign management
7. Customizing
8. SQL server integration
9. Lead management
10. Aws integration
11. Fields mapping
12. Backend
13. Zoho architecture
14. Accounts management
15. Contacts mgmt

E learning product manager
Virtual classroom
Data analytics
Course creation
Teacher backend
Courses sales
Moods
Mobile learning
Lms integrations

Solution architecture
Database scheme design for backend
Integration with third party apps through api's
Working on system study and software estimation with team of developers
Worked as product manager and developing software product, website, mobile apps in agile environment.
Business intelligence via sql data minning
Continuous software development
Data cleansing and warehousing

1. Business analyst and product manager for elarning virtual classroom product wiziq.com, IT sales for product to our customer segnents i.e colleges, universities, institutions, coaching institutes, professors.
3. Product multiple account selling to different universities and colleges, sold the product to hundreds of universities across the globe. Product had features of virtual classroom, teacher and student dashboards, session recordings, lms integrations, course creations.
3. Leading a team of 60 sales team, handling leads, IT pretty sales queries, managing accounts, lead generation, proposal documentation, account management, market research, crm owner, data analytics.
4. Course selling on wiziq courses, working with sales team in upselling courses to different leads, marketing pitch and sales management.
5. Product development elearning software - Established client needs, functional, requirements, budgets, timelines, scope of work, and written proposals. Supervised full life cycle of projects from inception to completion.
* Conducted user training and testing of custom software.

* Supported budgeting, client billing, and team performance reviews.

Responsible for requirements analysis, Gap Analysis, Business Process, Modeling, Functional Testing - Test Cases, SRS, Project Plan etc. Elicit requirements using interviews, document analysis, requirements workshops, surveys, business process descriptions, use cases, scenarios, business analysis, task and workflow analysis. Use cases using standard modeling formats (such as UML)

DS solutions

June 2009 - June 2012

Software consultant

Software Business analyst, It pre sales, Presentations, Marketing, Business development, Market research, software saas sales, lead generation, adwords, Marketing, outbound sales, software development

Software development

Php, cake php, Laravel, javascript, html, CSS, sql and my sql, Custom Software Development, Database Design (RDBMS), Systems Engineering, System Migrations/Integrations, Enterprisewide Implementation, Defined processes and tools best suited to each project. Moved between agile and waterfall approaches depending on project specifics and client goals, creating detailed project road maps, plans, schedules and work breakdown structures.

Managed all phases of the software development lifecycle (SDLC) for dozens of custom solutions.

System Integrations/Migrations: Project-managed large-scale initiatives involving the transition of programs to new platforms and the merger of disparate systems from acquired client companies

Affiliate marketing

Working on platforms such as commission junction, click bank

Adwords and ppc campaign management

Ppc campaign management

Kotak mahindra

2008 - 2008

Retail banking operations

Retail banking

Relationship management

New accounts

Equity offerings

Funds

Banking operations

Credit card selling

Events and activities

● Godrej and Boyce

2008 - 2008

Logistics and supply chain manager
SAP erp consultant
Erp SAP MM
SAP SD
SAP WM
Logistics and transporters management
SKU management
Functional consultant

● Ontech solutions

2016 - 2018

Project manager
Website designing, html , css, java script
Rest API, Soap API
Php mysql
Aws cloud
Mean stack
Python and machine learning
Rpa
Mobile applications
Games