Sushant Kongadi
IIM Calcutta |2013-2015
NIT Calicut | 2009-2013
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Summary of Experience

- 5 years of experience in Project management, Pre sales and solutions, product management, sales operations and business development.
- Result oriented professional with an understanding of customer needs, handling objections and finding solution
- Good exposure in implementation of Process setup & Managing task like Project Scheduling, Resource assigning & Documentation.
- Leading end to end execution of Projects. Strong analytical and product management skills, including a thorough understanding of how to interpret customer business needs and translate them into application and operational requirements
- Tracked and communicate project status to stakeholders and investors through weekly excel reports and facilitated weekly conference calls with contractors and suppliers to review goals and project progress

Areas of Expertise

- Project management
- Presales & Solutions
- Product management
- Team management
- Strategic planning
- Process improvement
- Online Store management
- Relationship Management

Professional Experience

MoveInSync Technology Solution Private Ltd.,Bengaluru, India   **Aug '19-Present**
Pre-Sales Consultant, Hyderabad

- Coordinated with multi-functional teams to provide proposal to client by doing a P&L analysis along with routing analysis for a cost optimized resolution.
- Advised on strategic roadmap to the clients for the transport operation which led to higher cost savings.
- Owned and successfully completed Pilots/Proof of concepts for clients, with a 100% conversion rate of onboarding of the client post the pilot.
- Planned and conducted training for vendors, drivers, and team mangers for clients during the proof of concept tenure
- Relationship management with clients which lead to 90% closure of sales deals in Hyderabad.
- Adhered to project plans for successful implementation of pilot, analysed and presented report post completion of pilot
- Collaborated and coordinated with the sales team to gather information on client's requirements and provided solutions as per requirements
- Coordinated with internal and external stakeholders for completing the RFPs and adhered to timely submission of RFPs

Edutor Technologies India Pvt Ltd, Hyderabad India   **Nov'16-Aug'19**
Manager-Sales operations

Project management

Project name: FPIX-ABCDE/VIDE-eLearning app

Link: http://abcde.fortunapix.com/

Link: http://vide.fortunapix.com/

- Managed technical delivery of the project within defined scope, time and cost constraints utilizing geographically dispersed global project teams.
- Responsible for coordinating the QA and UAT efforts to ensure project deliverables are tested thoroughly and effectively communicating issues, risks and dependencies with project stakeholders, escalating to senior management.
- Ensuring the deployment goes in proper channel without any adhoc issues.
- Managed and responsible for complete end to end product development with respective to client requirement and book packaging.

Project name: Cengage e-learning app

Link: https://cengagestore.ignitorlearning.com/
- Responsible for tracking project milestones, deliverables, creating and executing project plans, managing scope changes, engaging other technology teams for integration efforts.
- Responsible for weekly project status reporting to senior management and tracking all issues and risks during the entire life cycle of the project.
- Helped users in User Acceptance testing to mitigate risk associated with the several Fraud mandates.
- Developed end user training documentation and production release documentation.

Project name: OBS e-learning app

Link: https://play.google.com/store/apps/details?id=com.b2c.orientblackswan

Link: http://storeapp.orientblackswan.com/

- Developed product with the user requirement by working closely with the technical teams and content packaging.
- Conducted product gap analysis and developed detail functional requirements for identified gaps. Worked with the vendor and internal build team to translate the functional requirements into a work effort.
- Responsible for reviewing proposals and design documents to ensure software built meets the business requirement.
- Managed issues, risks and chaired a weekly program status meeting to co-ordinate multiple project initiatives.

Project name: NIIT Nguru e-learning app

Link: https://play.google.com/store/apps/details?id=com.b2c.niit

Link: https://itunes.apple.com/in/app/nguru/id1228500039?mt=8

- Coordinated with multifunctional team to deliver the final product according to client requirements.
- Monitored & Analysed monthly data for developed applications; updated features to improve user's base.
- Coordinated with clients for requirements gathering & product team to customize the solution liased with the client's requirements.
- Managed technical delivery of the project within defined scope, time and cost constraints.
- Proactively managed changes in project scope, identified potential crisis and devised contingency plans.

Vendor management

- Strengthened vendor relationships and enhanced revenue streams by applying business development opportunities.
- Managed vendor contracts and relationships in a collaborative manner to maximize cost & service effectiveness.
- Assisted in deployment of products across India and overseas by coordinating with multiple teams.
- Analysed reports with raw data, prepared documents and presentation to the Director for decision making.
- Managed operations and logistics for delivery of final product to the clients across India.

Edutor Technologies India Pvt Ltd.,Mumbai, India   **Apr '15-Oct '16**
Business Development manager

- Responsible for Sales activities in assigned territory(Navi Mumbai & Thane). This entailing selling an advanced technology-enabled education solution to elite Private Schools in Mumbai.
- Conducted market research; Identified key accounts; customized the pitch based on product understanding & relevance of benefits to identified customers
- Worked with key partners like Samsung, Lenovo and Intel to generate leads & increase sales
- Identified key influencers & decision makers across accounts; Built client relationships with seniors & staff
- In-depth Product Demonstrations to school owners, Principals, IT head & academic coordinators
- Pro-actively created informative business proposals, presentations which got approved by the co-founder
- Successfully secured invitations for presenting concept to 12 closed bodies which had approx. 100 schools
- Successfully deployed 400 tablets; trained 50+ teachers at various schools and institutions in Mumbai
- Managed 3 marketing events in Mumbai & generated lead of around 50+ elite schools in Mumbai
- Handled Negotiations and completed sales of amount Rs. 12L for Ryan group of Schools, Mumbai
- Negotiated and completed sales of amount Rs. 5.5L for CP Goenka International School, Juhu
- Handled negotiations for amount worth Rs. 45L for Vibgyor Group of Schools, Mumbai.
- Presented tablet solution to 50+ principals, 200+ teachers & 400+ parents at schools & events in Mumbai
- Suggested & implemented performance review criteria based on account movement across stages of sales cycle
- Achieved breakthrough in influencing key decision makers of 3 major chain accounts in Mumbai

Education

PGDM: General Management, 2015

Indian Institute of Management, Calcutta-Kolkata, WB

B. Tech: Computer science and Engineering, 2013

National Institute of Technology, Calicut-Calicut, Kerala

Position of Responsibility

Basketball Captain, IIM Calcutta

- Led a team of 10 members for ABCL,XLRI Valhalla meet and IIM C - XL sports meet 2014-15
- Successfully conducted basketball Inter-section tournament for 6 sec.,Section Extravaganza 2014
- Member of Sports council 2013-14 IIM C as captain of Basketball men team of 12 members

Basketball Captain, NIT Calicut

- Led the team in Inter College basketball tournament held at NIT Calicut, Kerala, March 2013
- 2nd position out of 12 participating teams at the Inter College Basketball Tournament, 2013
- Organized Inter year Basketball tournament'13 with a budget of INR 12000 & 10 teams