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| **Rajesh Attal** |
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**PROFESSIONAL SUMMARY**

**8+ years** of experience in project management, Product management, release management, Business analysis, requirements analysis, process optimization and standardization, data insights and customized reporting (Tableau & MS Excel), handling NPI Projects.

**EDUCATION**

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| B-Tech |  |
| *Specialization: Electronics and Communication* |  |
| Vaageswari College of Engineering (JNTU – HYD) | |

**PROFESSIONAL SKILLS**

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| * Project Management | * Requirement analysis |
| * Business Process Optimization | * Root Cause Analysis |
| * Software Development Life Cycle | * Agile/Scrum Techniques |
| * Release Management | * Customer & Stakeholder Management |
| * Managing Multiple projects. | * Metrics and KPI Development |

**TECHNICAL SKILLS**

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| * MS Excel | * Salesforce CPQ |
| * Tableau 2019.2 | * Miro (Process Flows) |
| * SFDC (SalesForce) * MS Projects | * Work Day /SAP/ Oracle Apps (SCM) * JIRA |
| * SQL Basics * Confluence * AWS Solutions Architect Associate level | * Accolade (Web based Project Management tool) |

**ACHIVEMENTS AND AWARDS**

* Quoting Tool Migration, from ModelN to Salesforce CPQ at company level.
* Developed and Implemented communication Strategy for Deal management team introducing team to confluence.
* Successful completion of Project on New product development PIRCAM Convergence (CAMIR-F2-SEC /24/4)
* Successful delivery of New product development project DO 8M (DO8M-SEC /02/4/)
* New product enhancement project NEW KEYPAD (BKP8M-SEC/21/4/20/A/O/)
* Go Beyond Silver Bravo, Best Team, Individual Excellence & Bravo and Pat on the Back.

**WORK EXPERIENCE**

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| **VMWare (Bangalore)** | April 2019 – Present |
| **Project Manager Strategy and Operation** |  |

* Responsible for Planning and execution of Project CPQ (Migration from ModelN to Salesforce CPQ)
* Business RoadMap Planning and implementation.
* Stakeholder Management, Business requirements gathering and analysis
* Own UAT and Smoke Test for all the roadmap releases.
* Create User Stories and track agile boards using JIRA
* Collaborate with cross functional departments like New Business Offerings, Finance, Sales to understand the requirements and risks associated with the project.
* Work with Program Manager, Developers, Support team, QA team for project execution
* Drive Scrum meetings, release management, create User stories.
* Create Project plan, identify critical path.
* Work with deal management team, Sales, Order management team to understand business and algin tools as per business process and polices.
* Quick solutioning for critical production defects and immediate workarounds.
* Created a backup Manual tool for quoting to handle exception scenarios and system downtime.
* Content management and communications on Confluence, for stakeholders and internal team.
* Track and Manage Defects and enhancement via Salesforce.
* Provide Business reports on demand on Tableau.
* Create Project status Dashboards on salesforce and JIRA. (Salesforce for Business and JIRA for IT).
* Gained knowledge on different cloud technologies, Implementation of different services.

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| **WeWork (Bangalore)** | Sep 2018- March 2019 |
| **Finance and Procurement** |  |

* Process Standardization, ERP Implementation, Project Planning.
* Driving change projects to fill the gap between Procurement and Accounts Payable.
* Process brainstorming with different departments to understand the process gaps.
* Implementing and Managing spend analytics
* Create and maintain Traceability Matrix.
* Define operations processes and procedures which satisfy compliance requirements and best practices and achieve expected enhancements of operational and business efficiency.

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| **Monsanto (Contract Archie) (Bangalore)** | Jun 2018- Sep 2018 |
| **Project Management Analyst** |  |

* Monsanto to Bayer Transformation, implementation for IT Procurement, consolidation based on category and location.
* Eliminating duplication and verifying inventory and necessary replenishment.
* Vendor master changes from Monsanto to Bayer, asset capitalization, budget utilization, forecasting.
* Predictive data analysis for 2018-2019.
* Impact and risk analysis for supply of indirect material during the transition. Process standardization for complete supply chain cycle.
* Experienced in client conversation and in providing detailed flow and advice to the client on the project.
* Cross functional communication with client and the technical team to ensure a proper understanding of the technical aspect of the project

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| **Honeywell Technology Solutions (Bangalore)** | Jun 2015- Feb 2018 |
| **Project Management Specialist** |  |

* Project management and assurance, defining Scope of Project and project lifecycle, developing supplier Plan, Risk Analysis (Quality, Supply, Budget and OTD) and control, Forecasting, Build Planning, conducting cross functional meetings. Create and Communicate purpose of project and structure of project plan
* Gather data from different ERPs and perform cleansing to make a customized schema as per stakeholder requirement.
* Creating the complete requirement analysis for the work after gathering the Business requirement.
* Forecast and highlight potential delay, conduct brainstorming sessions with project team and initiate necessary actions.
* Driving projects with Contract Manufacturers (Owning design).
* Sourcing on different commodities (PCBA/ Cables/ Sheet metals/ Power supplies/ Transformers/ Magnets/ Plastics/ Tooling), ECO Management, BOM scrub, should cost analysis
* Process optimization projects - Drive Inventory Reduction, Lead time reduction projects to success by collaborating with multiple site sourcing leaders. Thus, also identifying e-auction and cost saving opportunities.
* Project Ownership to meet deadlines and make sure Project exits phase gates on planned dates (MS Projects & Accolade), Define KPIs. Assign tasks and define timelines, define short term and long term targets. Create SLAs and SOPs, Metrics standardization
* Analyze data and generate meaningful business insights, prepare executive-ready reports periodically for procurement transformation initiatives. Develop & support the reporting for MOS, MOR, & Leadership Town Hall meetings
* Perform data mining to identify potential saving opportunities and convert into Sourcing projects. (Created a Prince Benchmarking Play book, form multiple commodities, based on region, prices, lead times, payment terms.)
* Inventory reduction by $2.3M, working capital saving worth $4.2 M
* BOM cost to cost analysis before finalizing price.
* Supplier transition, Supplier rationalization and Supplier performance evaluation.

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| **OSI Systems (Hyderabad)** | Aug 2014- Jun 2015 |
| **Buyer** |  |

* NPI Sourcing once project assigned, vendor development, contracts negotiation.
* Demand Planning and forecasting, Validating and clearing MPS
* Root cause analysis of issues and process glitches in logistics and operations
* Identifying and analyzing the increasing delay in deliveries in Asia region.
* Identifying process gaps and suggesting new process flows, thus initiating new queues.
* Performance analysis and evaluation of suppliers
* Improved business decision making by creating and implementing system-based and data-driven reporting, analysis and insights. Creating standard operating procedures for all the Proactive Monitoring reports.

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| **Flextronics International (Chennai)** | Jan 2013 – Aug 2014 |
| **Sr Analyst** |  |

* Forecasting and Demand Analysis for stores across USA and Mexico. And calculating Supplier Service Levels
* Procure to pay process, handling global local suppliers.
* Understanding stakeholder pain points and converting them into workable requirements, which are delivered to them in phases, once approved.
* Communicating with the stakeholders in US to facilitate smooth functioning of the process. Conducting root cause analysis for issue resolution in the process
* Devising risk mitigation system to help in crisis situations and unplanned scenarios.
* Work with NPI Project Managers in development and delivery of new Products.
* BOM Analysis and categorization for new products

I hereby declare that the above given information are true and correct to the best my knowledge and belief.

(Rajesh Attal)