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| Arun 2019 edited  **ARUN KUMAR SINGH**  **Senior Management Professional (CxO/BU Head)**  Business Strategy | Strategic Planning | Business Transformation  **LinkedIn:** http://in.linkedin.com/in/aksingh1 | | | |
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| knowledge24x24icons **Profile Summary**  ***Offering over 30 years of experience in Executive Management, Operations, Business Development, Marketing,***  ***SCM, Quality Management, Finance, HR, Profit Centre Operations***   * **Strategic Business Transformer who quickly assesses obstacles to stalled growth- issuing tough decisions, restructuring organizations** to reach profit goals and eliciting top performance across premier organizations * **Innately wired for strategic & tactical thinking—formulating & executing corporate strategic plans,** executing high-level strategies, making high-stake decisions and tackling mission-critical business challenges * **Spearheaded revenue of USD 550M & growth at 56% CAGR over 5 years by instilling aggressive market expansion, delivery excellence, innovation and strategic planning process. Grew revenue of one LOB from $19 M in FY 2006 to $ 215M in FY 2011 at Wipro Technologies, Bangalore** * **Incisive acumen in giving direction to business, improving operations, maximizing profits** and driving cost reductions through value realization & delivery excellence * Expertise in **preparing proposals, business presentations to clients and managing resource planning, technical direction, effort estimation, tracking, risk management & mentoring** * **Played a key role in attaining 1st Position in Global independent testing service provider by IDC, Nelson Hall, and Forester in 2010 (Ovum has rated it as #1 for cost and Value in Dec 2011)** * **Proven record of accomplishment in building businesses in market from scratch and scaling them up;** successfully performed Green field project planning, execution & proving to construct Smart Factory * Steered efforts in **designing strategic plans and implementing a target operating model leveraging new business enablement,** reduced costs and streamlining operations to ensure competitiveness in a global market * **Enterprising and dynamic with a strong will to win; possess strong planning, analytical & problem-solving skills; excellence in identifying**, recruiting & directing cross-functional teams and leading them to deliver results | | | |
| core24x24icons **Core Competencies**   |  |  | | --- | --- | | Business Strategy |  | | Operations Management |  | | Strategic Planning |  | | Business Transformation |  | | Budgeting & Forecasting |  | | Profitability & ROI Management |  | | Quality Management |  | | Risk Management |  | | Team Management |  |   softskills24x24icons **Achievements**   * 100 HR Super Achievers – India awards’18 by HR world congress * Multiple articles in “CIO Review” Latest one “Digital Disruption Mandates Manages Services” * Distinguished Publisher of Articles * “India & Merging Global Economy” paper at International Conference on India’s foreign Policy transformation: Issues and Challenges” in March 2017 | |  | edu24x24icons **Academic Details**   * **Pursuing Ph.D** from Periyar University * **Masters in Marketing Management** from Alagappa University in 2004 * **BE (Honors) in Electronics and Communication Engineering** from REC Trichy in 1989   career24x24icons **Career Timeline (Recent 4)**    **Wipro Technologies, Bangalore**  **Sep’99 – Feb’13**  **Quinnox Consulting Services Ltd., Bangalore**  **Since Feb’15**  **Mar’13 – Feb’15**  **Capgemini, India, Bangalore**  **Sep ’94 – Aug’99**  **C AT&T,**  **SC & NJ, USA** |
| awardcup24x24icons **Notable Accomplishment Across The Career**   * SBU Head for business from UK, EU, ME & India for Quinnox, catering to fortune 100 as well as mid-size clients. Led and secured two major European wins (each with ACV of approx. 10% of company revenue) * Distinguished publisher of articles like “Digital disruption mandates managed services” (CIO Review, 2018), “3Ds of digital transformation” (CIO Review, 2018), Smart Decision making in testing times – joint article with Gartner (2017) and “India and the merging Global Economy” paper at “International Conference on India’s foreign Policy transformation: Issues and Challenges” in March 2017 * Global service Delivery head for Quinnox Consulting services. Led to the best CSAT, CCMI and ISO certification. Also, Head of Corporate IT responsible for transforming it from cost to profit center. * Right Shore (India) leader for Capgemini testing global service line with focus on Continental Europe. SBU was ranked as global leader by Nelson Hall. * Member of executive team that has grown Wipro’s QA SBU into the largest of its type worldwide * Elevated to lead, over $215M business units with best in class CAGR and profitability; Championed Wipro’s entry in many countries with testing wins. e.g. Australia, South Africa, Thailand, Greece * Maintained excellent analyst relations; the Testing BU got ranked as worldwide leader by IDC, OVUM, and Nelson Hall & Forester in 2010 and 2011 * Member of Wipro’s council for Industrial Research. Speaker at various national and international forums * Proposed, Started and successfully led the System Integration for Telecom Equipment Vendors business * Leader of Business solution Group of telecom and internetworking division that won many new deals during downturn * Expanded the international signaling protocol business by 10 times in 1 year for T&I division of Wipro * Research and development of multiple innovative telecom application at AT&T. Won many Technology R&D awards. * Design, development & deployment of centralized exchange management software for CDOT Exchanges * Independently Designed and developed X.25 protocol based communication card used in NICNET   exp24x24icons **Organizational Experience**  **Since Feb’15 with Quinnox Consulting Services Ltd., India, Bangalore as Senior Vice President and SBU Head**  **Key Result Areas:**   * Managing overview of Multi plants P&L account; turning around business, streamlining operations, formulating operational strategy; restoring profitability, producing higher-than-market revenue gains, winning market share in strategic and emerging regions, and delivering growth * Analyzing financial results & profitability implications, identifying business risks & implementing mechanisms to mitigate the same; managing the operations of the organization for achieving increased growth and profitability and initiating market development techniques * Monitoring the overall functioning of processes, identifying improvement areas and implementing adequate measures to maximize customer satisfaction level * Promoting a culture of service excellence and quality assurance, championing the concept of continuous improvement in business processes, combined with controls appropriate to the level of risk   **Highlights:**   * Administered business from UK, EU, ME & India; won large deals in UK & Switzerland to size of 10% of Revenue * Got Quinnox mentioned in Gartner and IDC reports for its SAP and QA practices and led to large European wins * Acted as Head of Quinnox Corporate IT Group and transforming it from cost to profit center   **Mar’13 – Feb’15 with Capgemini, India, Bangalore as Vice President**  **Highlights:**   * Part of core team that successfully led the organization to be ranked as leader by Nelson Hall * Provided strategic leadership to the testing business which was a top Line Initiative for the Capgemini Group * Part of global testing exec committee responsible for planning and leading global initiatives across group companies   **Sep’99 – Feb’13 with Wipro Technologies, Bangalore**  2009 – 2011  Head of Marketing & Alliances  2006 - 2009  General Manager  2004 – 2006  Group Head  2002 - 2004 Practice Head  2001 – 2002  Telecom Pre-sales Leader  2011 – 2013  Global Business Head  1999 - 2001  Sr. Manager    **Highlights:**   * Won largest single $100M independent testing deal. Architected the solution, led the sales engagement and delivery * Generated 10% nonlinear revenue year on year * Expanded effective market penetration by wining deal in new geographies like Australia (2004), South Africa (2006), Greece (2009), and Thailand (2009), Mexico (2011) * Successfully led the Financial Services and Enterprise Services (RCTG, manufacturing, Energy & utilities and health and life science) testing business in 2010-11 * Played a key role in achieving the BFSI testing group size of about 3700 personnel and about $215 M revenue * Generated significant new revenue through alliance partners and achieved # 1 rating by Ovum for “Cost and Value” as well as “delivery models” in Dec 2011 * Championed Wipro’s entry in South Africa, winning a $100M testing deal and Thailand winning an $ 11 M testing deal * Successfully developed the global Testing Services Practice for Telecom Service Providers; led Wipro’s entry in Australia, Winning Optus 3G QA deal and successfully generated $65+ M traction in focused geography   exp24x24icons **Previous Experience**  **Jan’96 – Aug’99 with AT&T Labs, NJ, USA as Consultant**  **Jul’95 – Jan’96 with Novell, Florham Park, NJ, USA as Consultant**  **Sep’93 – Jun’95 with AT&T GIS, Columbia, SC, USA as Consultant**  **Jul’90 – Aug’93 with C-DOT, New Delhi, India as Research Engineer**  **Jul’89 – Jul’90 with DCM- Data Products, New Delhi as Design Engineer**  **Personal Details**  **DOB:** 20th July 1968 / **Languages Known:** English & Hindi  **Address:** 130/3 Ferns City, Doddanekundi, Marathahalli, Bangalore, KA, India – 560037 | | | |