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**VEERENDRA KUMAR SHARMA**

**Mobile:** +91-9829018758 **E-mail:** vksham001@gmail.com

**Regional Head**

***Over 28 years of accomplishments in:***

***Defining and implementing Project Management strategy consistent with business strategy and challenges***

***Driving improvement in IT, ITeS, e-Governance and organizational growth in dynamic, highly competitive environments***

***Managing Skill Development, Banking automation & Service Delivery***

**CAREER ABRIDGEMENT**

* A committed professional with the experience in the development, troubleshooting, implementation of various projects in IT & e-Governance
* Sound knowledge of Skill Development, IT, ITeS, team development and team management for project implementation
* Efficiently skilful handling projects in the states of Jharkhand, Bihar, Assam, Manipur, Mizoram, Chhattisgarh, Orissa, Himachal Pradesh & Rajasthan
* Hands-on exposure in monitoring service delivery procedures, Logistics, Franchisee network control management
* Efficient in gathering requirements around functionality and translate those requirements into elegant functional solutions
* Demonstrated abilities in working with the client to understand data requirements, functionality and business processes
* Proven and recognized leadership, technology expertise and operational leadership with total emphasis on quality
* **SKILL SETS**

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***Project Management***

***Service Delivery Management***

***Client Relationship Management***

***Strategic Alliance***

***Documenting & Reporting***

***Network Development***

***Banking automation Operation***

***Skill Development***

***Team Management***

**CORE COMPETENCIES**

* Working closely with the clients to plan & execute projects, ensuring that teams have appropriate product and technical specifications, direction and resources to deliver products
* Performing effectively by establishing realistic estimates for timelines while ensuring projects to meet deadlines
* Handling clients discreetly with the deployment of software upgrades, enhancements and fixes that are coordinated based on release schedules
* Providing the services delivery with updated technologies that meets the future needs of our clients and markets
* Developing the existing software system applications and architecture in various areas as needed
* Delivering and assisting strategic planning
* Assisting developers resolving both technical problems as well as human resources issues
* Monitoring and observing individual employees’ performance and contribution on a specific project
* Offering guidance to train, motivate, and lead team members to their optimum performance levels and career development

**WORK EXPERIENCE**

**Yashaswi Academy for skill, Jaipur as Regional Head**

**Feb’17-Till Date**

**Key Responsibility:**

* As regional Head I am responsible for successful completion of all skill training programs.
* Promoting National Employability Enhancement Mission (NEEM) Scheme, governed by AICTE to provide on the job training to candidates completed their academic and professional course.
* Tie-ups with industries to place the candidates as NEEM Trainee.
* Sourcing and mobilization of candidates to place them as NEEM Trainee into the appropriate industry.

**Sixth Dimension Project Solutions Limited, Noida (India) as Vice President (Projects)**

**May’12-Aug’16**

**Key Responsibilities:**

* As head of IT & e-Governance division supervising the management of exiting 3 business units of e-Governance
* Promoting and supporting Skill Development, IT, ITeS, new business identification, team development and team management for project implementation
* Administering Operations (Mobilisation, Scheduling, Training, Progress monitoring and placement and are major operational activities in skill development projects)

**A3logics (INDIA) Limited, Jaipur (India) as General Manager (e-Governance)**

**Apr’10-Apr’12**

**Key Responsibilities:**

* Radically involved in strategic business association and new business identification
* Played key role in the team development and team management for project implementation and operations

Projects: (Unique Identification) of Government of India

Description: Got empanelled with UIDAI as enrolment agency for 4 States, Project started in two states (Rajasthan & Haryana)

Total no of Enrolment mandate: 35 Lacs / Annum

Total expected revenue: 10 Crores + / Annum

(These figures are for 1st year next year planning is to execute 125 Lacs / Annum)

**ZDPL, New Delhi (India) as Sr. Manager – e-Governance**

**Oct’08-Apr’10**

**Key Responsibilities:**

* Spearheaded service delivery of Common Service Centres project of Govt of India (a mission mode project of NeGP), under leadership company is having market share of more than 13%
* Significant contribution in obtaining project in the states of Jharkhand, Bihar, Assam, Manipur, Mizoram, Chhattisgarh, Orissa, Himachal Pradesh & Rajasthan
* Managed skill development, project implementation & operations
* Responsible for team formation, candidate mobilization, training management, project monitoring & placement

Projects: Common Service Centre (CSC)

Description: Part of National e-Governance Plan, Government of India. Project is for making available various government and private services to rural citizens’ of India.

Project Modal: Public Private Partnership (PPP)

Area of Operation: 9 States across India

Project Size: 13500+ Common Service Centres country wide

Project Revenue: USD 25 million as minimum revenue support from Government & USD 41 million From Service distributions

Duration: 5 years (as per Project offering)

**Key Responsibilities:**

* Preparation of services basket creation and effective delivery, Heading Services segment (G2C & B2C) Common Service Centre (CSC) Project in 9 States (13500+ Common Service Centres)
* Led total team of 90 members
* Ensured compliance with the organization's project management guidelines
* Responsible for collection of input from project stakeholders to define the service requirement
* Involved in the planning and management of resource requirements (what and when)
* Maintained the coordination with the technical manager and team members
* Ensured that the project's product managed to deliver the benefits called for
* Huge contribution in strategic tie ups / association with various service vendor and organization to delivery or sell their services through CSC’s

**Virmati InfoTech Limited, Ahmadabad (India) as Regional Head (North) & National Head**

**Mar’05 to Sep’08**

Projects: E-Governance-Companies own Services web portal (e-Rajya)

Description: Rendering various private B2C & G2C & B2B services to the citizen of India.

Project Size: 15000 SERVICE Outlets country wide

Project Revenue: Rs. 13+ Crores in first nine months, From Service distributions

Duration: 15 years (as per current analysis)

**Key Responsibilities:**

* Establishing business partnership / tie ups with various services providing companies and organizations
* Designing & monitoring service delivery procedures, Logistics, Commercial and modalities, Franchisee network control management to roll out project successfully

Project: e-Governance Project of Government of Rajasthan (e-Mitra)

Description: Project was undertaken for providing better services to the citizens of Rajasthan

Project Size: 279 Service outlet / Kiosks

Duration: 5 Year in first Phase

Revenue from Services: Rs: 130 Crores in First year

Projection for next two year: Rs: 400+ Crores

**PREVIOUS EXPERIENCE**

**Virmati Software & Telecommunications Ltd. as Area Manager Aug’98 to Feb’05**

**Projects:**

* Punjab National Bank or data migration from existing database to Data retrieval software’s Database
* Project of Bank of Baroda 75 branches from Implementation to training to Client Support Afterward
* Sterling Urban Co-operative bank Automation
* Vaishali Urban Co-operative Bank Automation with Tele-banking interface
* Bank of Maharashtra Branch Automation with Tele-banking and touch screen enquiry terminal

**Virmati Banking Computer Services, Jaipur as Manager (Marketing & Support) Dec’90 to Jul’98**

**Projects:**

* Vijaya Bank Total Branch Automation (TBA)
* Rajsamand Urban Co-op Bank automation
* Allahabad Bank Project of 24 Branch Automation in Rajasthan

**ACCOMPLISHMENTS**

* BSNL / MTNL National franchisee for selling BSNL Product
* IRCTC Master franchisee License under cyber café scheme for railway e-ticketing
* Manpower Development and staffing services tie ups
* Micro Insurance / Life Insurance / General Insurance /Agriculture Insurance tie ups.
* Airtel / Tata Telecom/ Aircel for telecom product selling tie-ups
* UIDAI project acquisition and Implementation in 2 states.
* CSC project Operation management in 9 States.
* NEEM project Implementation in 6 Organisations in Rajasthan.

**BANKING BUSINESS**

* SBBJ (196-branch), BOB (75 –branches), PNB (400-Branches)
* Bank of Rajasthan ( 50 Branches), Jaipur Urban Co-operative Bank (11 Branches)

**ACADEMIC CREDENTIALS**

* MBA from JRN Rajasthan Vidyapeeth Deemed University, Udaipur, Rajasthan 2009
* Honours Diploma in Systems Management from ICS (India) 1991
* B.A. from University of Rajasthan 1992

**PROFESSIONAL DEVELOPMENT**

* Successfully attended:
* 30-days’ Training program on Visual Basic with MS-SQL, conducted by VCA, Ahmadabad
* PMP Workshop July-2013
* ITIL-V3 - Foundation Certification in IT Services Management

**TECHNICAL PURVIEW**

**OS: DOS, Windows**

**Languages: Visual Basic, C, C++, Clipper, FoxPro, basic**

**RDBMS/DBMS: SQL Server 2000, MS-Access**

**Software’s: MS-Office**

**Others: System Analysis & Designing**

**PERSONAL DETAILS**

**Date of Birth:** 13th July 1966

**Address:** 69, Gayatri Nagar – B, Maharani Farms, Jaipur - Rajasthan – 302018 (INDIA)

**Language Known:** Hindi, English, Rajasthani, Gujarati and Punjabi