Piyusa Ranjan Prusti



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**Objective**

A global management professional, aspiring for a respectable position in a company where my experience and accomplishments in Europe, India, USA, coupled with my creative background and special skills will allow me to create a real life impact along with an opportunity for overall growth and development.

**Education**

**MBA ‒ GLOBAL | APRIL 2016 | XAVIER INSTITUTE OF MANAGEMENT, BHUBANESWAR, INDIA**

· Major: Finance, Marketing **|** GPA – 6.28/8.0

**MS – BUSINESS ADMINISTRATION | 2015 | Antwerp Management School, BELGIUM; Fordham University, USA**

· Major: Global Management **|** GPA – 7.08/8.0

**B. COM (Accounting Honours) | 2012 | BERHAMPUR UNIVERSITY, INDIA**

· Specialization: Accounting and Commerce **|** GPA – 6/8

**Skills & Abilities**

**TOOLS**

· PRISM (QlikSense and QlikView), Power BI & Tableau Business **Analytics** Tool, UNO Process **Automation** Tool (UiPath), Financial and Accounting Tools, CRM- Salesforce/Freshdesk/Zendesk/Zoho

· MS Word, PowerPoint, Excel, Prezi, SPSS, **Articulate** Tool, MS Visio, Bizagi

**TECHNICAL & SOFT SKILLS**

· Design thinking and Innovation, Lean and Six Sigma Training, Robotic Process Automation Process, Chat bot technology and Artificial Intelligence based product positioning; training on various Next-Gen innovative partner technologies; strategic and creative thinking.

· Attended workshops on Mediation, Business Negotiations and Intercultural Awareness in Business (CCTs) from Business Coaches in Europe, India and USA.

**LEADERSHIP**

· Core Member of the Asian Pacific American Coalition (APAC) Team, Fordham University, USA.

. I was selected Team Leader at **Tata Steel Adventure Foundation’s Outdoor Leadership Program**.

. I was selected Team Leader at Rural Immersion Course.

**LANGUAGES**

· English (Full professional proficiency), Hindi (Full Professional efficiency), Odiya (Native), Telugu (learning proficiency)

**CERTIFICATION**

. Bloomberg Essentials Certification (BESS) - Equity, FX, FI, Commodities

. Tata Steel Adventure Foundation’s Outdoor Leadership Program under the leadership of Bachendri Pal

. CA-CPT

. Presented a paper on Financial Inclusion at Odisha Economic Association and participated in Indian Economic Association.

**Experience**

**PROFESSIONAL 2: OFFERING SOLUTION ARCHITECT - GLOBAL SOLUTIONING CENTER | DXC TECHNOLOGY | SEPT’18 – Present**

· **Reporting** to Director- Mobility and Workplace Solutions (MWS) and part of GSC and Solution and Commercial Function of the company.

· Working on RFPs (**Presales Consulting**) for the practice, devising Next Generation Solutioning Strategy for MWS clients, client facing.

· Technology offerings advisory/ consulting for **Managed Services**, **IOT** and **Mobility**, Next generation **Workplace** (**IBM Watson** **AI**, Riverbed, **Nexthink**, **ServiceNow**, **Aruba,** Micro Focus, Symphony Summit, Ayehu, **Creative Virtual**, LogMeIn, etc.) related solutions, **SOW** preparation for clients. **Selling Alliances** solutions to Fortune 1000 clients (**PayPal, Fanie Mae**, etc.) for revenue generation.

· Working with **financial/cost models** to provide the best offerings at the best price.

· **Generated revenue** worth **USD 1.3 million** by enabling sales of **Managed Services, ServiceNow, IBM Watson & Nexthink**.

· **Strategic Initiatives**: Part of **Velocity team** – Upselling and Crosselling in some of the Strategic Accounts of DXC in North America region (farming) by working closely with Delivery Leaders and Account Managers.

**STRATEGIC ALLIANCE MANAGER / PARTNER ACCOUNT MANAGER - GLOBAL ALLIANCES | TECH MAHINDRA LTD.** **| MAY’16 – AUG’18**

· **Reporting** to **VP- Global Alliances and Sales**; working closely with CEO and CMO of the BPS division.

· Liaising with different departments for work: PMO, Middle-Office functions, Delivery, Solutioning, Product Development, etc.

· Managing Alliance and **Global Partnership Program** for Tech Mahindra Ltd (Business Process Services).

· **General Management** and **Strategy** formulation for **onboarding partners** (continuous evaluation of Alliances Ecosystem) and **generating revenue** (managing pipeline worth **USD 300 million**) by leveraging those partnerships in co-ordination with Managed Services team, Sales, Marketing, Business Development, Business Transformation Team, CXOs, Service Lines, Support Functions, etc.

· Generated **revenue** worth **USD 4 million** and created a pipeline worth **USD 10 Million** for **AI based chatbot** products realizing **ROI worth 5X** for one of the Canada’s largest bank and **savings worth USD 100K (Wealth Advisory and Robo Advisory)**.

· Generated **revenue** worth **USD 2 million** and created a pipeline worth **USD 45 million** for **S2P, F&A, Technology Expense management** products realizing **ROI worth 7X** for one of the Manufacturing and Defense giant and driving **savings worth USD 700K.**

· **Domain** **Accounts handled**: Supply Chain Management & Procurement, Finance and Accounting, BFSI, E-commerce, Retail & CPG, Analytics, AI & Machine Learning, Customer Experience Solutions, Healthcare and Life Sciences, Manufacturing, Telecom, E&U, Media.

. Cross-sell and Up-sell for **Fortune 1000 clients** (Front Office and Back Office Operations Transformation, Big Data Analytics, Artificial Intelligence, Automation, CRMs, etc.). 

· **Research** and **Analysis** of industry and partner capabilities with **Market Research Analyst firms** like Hfs, Forrester, and Gartner.

· **Account Based Marketing (Upselling and Cross-selling), Account Planning** with CXOs of Venture Capital firms like Sumeru Equity Partners and other Silicon Valley startups of USA (**Avaamo**, Blackline), startups of Europe (ITYX – AI based solutions, Guavus) and India (Happay), other **IT/BPS Product Partners** like GEP, Tungsten Network, BuyerQuest, Omprompt, Basware, Alfresco, Newgen, Extrieve (**Banking ECM/OCR/ICR/BPM solutions**), Onbase, Nuance, Infinitus, Afiniti (AI based CX), IBM, **Emagia** (Automation, Analytics and AI in OTC), OTO.ai (AI based Speech Analytics and Predictive AI), Workspan (ABM platform), **Apttus**, MDSL, Icertis, Ivalua, **Control Expert** (AI based **Claim Management** for Vehicles), **ThreatMetrix** (Cybersecurity, Fraud and Risk Management), Chatlingual (Multilingual bot), Minodes (Retail IOT and Analytics), Transworld (IOT and Smart City solutions), Tagit (IOT+Mobility), Augment (Augmented Reality Technology), AntWorks (RPA+AI), AWS, Oracle, ServiceNow, BMC, LogMeIn, Unvired (AI based VA), Returns Management, other Cloud based solutions, Language Line, Live Person, NICE, Verint, OnePaperLane, ZS Associates, **Payment-tech** giants like **Chase, TD Bank, Inovio Pay** (Virtual POS, **Payment Gateway solution**, Returns management, ), etc.

· Sales Operation and Sales enablement – **Pipeline management, sales planning, branding, revenue reporting, Win and loss reporting, order books, sales activities, Sales CRM updates, Internal knowledge management** and **sales forecasting**.

· Profiling potential customers and exploring new business opportunities with Sales and Account Management teams Globally.

· Staying updated on Technology innovations and presenting them to CXOs for **partnership** and **strategic investment opportunities.**

**·** Part of **Strategic Initiatives** like **Delivery Excellence Program – Working with TechM’s Internal Procurement, Finance & Accounting**, and Sales Operations team to drive **digital process improvement** project driving savings worth **USD 530,000** through RPA, S2P, O2C and AI solution implementations.

· **Go-To-Market Strategy** planning and analysis for Tech Mahindra Ltd, its partners, and clients.

· **POC** of new and innovative solutions in the market and **preparing case studies** based on **client themes** (Artificial Intelligence, Analytics, Automation, IOT, Digital, Blockchain, Strategic frameworks, **Innovative offerings**, etc.).

· Understanding the needs of **Internal** and **External** customers and **finding the right offering** for them in less time.

. Preparation of **Next-generation Digital Transformation Solution** collaterals for internal as well as external parties.

· **Presales consultant** for Partner solution and services- Working on **RFX** with concerned team members for finding out the correct solution for the opportunities.

· Meeting strategic **partner** and **client CXOs** to discuss opportunities and enable the delivery timely, **upsell and cross sell** according to the need and manage the **CXO & stakeholder relationships** to nurture more business. (strategic customer visits)

· Work on Commercial discussions and negotiations and branding strategies with client/partner CXOs.

· **Hiring and training -** Consultants, Sales and Account Management team members. Managing a **team of 4 members.**

· I was working closely with BPS-BTS Consulting’s **Incubation Factory Team** (**Innovation and Ideation Cell**) and working towards bringing a positive disruption in the below areas for different **clients** of Tech Mahindra BPS (Business Transformation Services): GSK, **Paytm**, OYO, Bombardier, Cargill, LCC, Flipkart, Target, **Nissan Finance**, Volvo, Adidas, Telstra, **Royal Bank of Canada**, **ICICI Bank China**, **PayPal,** etc.

· **Business Transformation Consulting-** End to End Offering (Consulting, Solutioning, Service Offerings), BPasS, SaaS, PaaS, etc

· Solutioning for ECM, S2P, F&A**,** P2P, O2C, R2R, Reconciliation, Digital Payments, Managed Shared Services, etc.

· Incubate **new solutions** and **technologies, frameworks** for new as well as old business, COE set ups.

· **Robotic Process Automation (RPA), Artificial Intelligence, Digitization, and Analytics**

· **Internal Product marketing-** Preparation of Business Cases, Collaterals, PPTs for clients, Sales Team, Events, etc

· **Building relationship with new solution providers, sales team** and various stakeholders

· **Business Process Reengineering and Quality improvement** for India’s largest Payment Channel. **Process Improvement Consultant** for one of the Largest E-commerce and E-wallet (Payment Channel) Players in India (**Savings** worth USD 200,000 through **Automation** and **Kaizen**); **Artificial Intelligence** based Customer Experience Enhancement.

· Business Transformation of **P2P & SCM** process through **Due Diligence** for Fortune 500 **Pharma**, **Manufacturing** and **Telecom** clients with **savings** worth **USD 300,000** through **Technology partners** and **Automation**.

· **Financial Analysis** and modelling of various parameters which affects the client’s business and doing the same for their competitors.

· **Lean and Six Sigma Implementation projects, Process Flow Mapping, Due Diligence consulting** and finding opportunities for Cost leadership, RFX study

· **Benchmarking Projects, POC for new technologies, Feasibility Analysis** for Process Improvement

· Worked with a team to showcase a **low-cost innovative solution in Mission Innovation 2017 Event** at Tech Mahindra Ltd

· Reporting to Senior Leaders (CXOs) on a timely basis

· **Continuous Research and Analysis** on various new technologies, solutions, platforms, services, trends, etc and Competitor Analysis.

· Creating end to end packaged solutions and offerings to clients

· **Product development (architecture)** and **product management/marketing** as per competitor landscape

**MANAGEMENT INTERN | UTKAL ALUMINA INTERNATIONAL LTD. (ADITYA BIRLA GROUP) | APRIL ’15 – APRIL ‘15**

· Preparing **Business Process Re-engineering framework**, and detailed **Process Flow of Business Operations** of the Mining & Manufacturing unit (all Functional and Service Departments)

· Study of **Material procurement and dispatch** of finished product.

. **Regulatory Compliances** relating to the project and Industrial Environment.

· **Cost Leadership Strategies** adopted by the Manufacturing unit.

**BUSINESS DEVELOPMENT OFFICER | SMARDA ENTERPRISE (SME) | MARCH ’12 – MARCH ‘14**

. Responsible for managing FMCG business segments of the organization.

. Liaison with various banks, government (MSME, RIC, IRDA, etc.) and non-government organizations.

. Selling the products in different districts of Odisha by analyzing the customer needs from POS and providing feedback to management.

. Have hands-on experience of working in teams on different live projects.

. Interface with end retailers, taking feedback from them and reporting to management. 