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Top Skills

Business Development
Vendor Management
Project Management

Certifications

AWS Certified Cloud Practitioner

Honors-Awards

Top 17 Performer @ KMD for
2017-18

Rajeev Sinha.

Senior Manager - Solution Planning at Accenture
Copenhagen

Summary

Rajeev is a global business leader with a vision. He aptly combines business strategy and objectives into an executable plan, with focus on budget, timelines and processes.

A matured people-centric person, Rajeev connect with stakeholders at all levels to effectively run the global operations through multi-cultural team.

He is passionate about next generation technologies and has kept himself abreast with advancement in the futuristic technologies.

Handpicked by his employer for various roles, Rajeev has exceeded expectations in providing leadership, P&L Ownership, Pre-Sales Processes, Solutioning, Delivery excellence, Programme & Project Management, Transformation and Transition Management, Vendor Management, Large Outsourcing and Business development.

Experience

Accenture

Senior Manager - Solution Planning

December 2018 - Present (3 years 4 months)

Copenhagen Area, Capital Region, Denmark

Translate client requirements into solutions that will create value for Accenture and our Financial Service clients in Nordics by understanding and translating buyer requirements into a standard solution offering, deal approach, solution plan, proposal and cost estimate leveraging standard process methods, deliverables and the right collection of offerings.

Interact with the delivery organization/s to ensure effective transition, shape services, collaborate on clear solution assumptions, determine appropriate service delivery locations and related cost to deliver. Ensure that delivery

architecture is implemented according to policies/standards and solution is benchmarked externally

KMD

Senior Service and Solution Executive

August 2016 - November 2018 (2 years 4 months)

Ballerup, Capital Region, Denmark

Accountable for driving pre-sales activities around solution management. Responsible for architecting solutions across Application services, that provides a vision to clients around driving business and operational improvements - leading to revenue generation and greater cost savings.

Created KMD's offering on Mainframe Transformation by developing partner eco-system, solutioning for a leading Danish organization, concluding the sales, and program managing the analysis & code conversion phases of the project. Grew Mainframe transformation offering by presenting the offering to CXO / Senior management and subsequent activities for pipeline development.

Serve as Subject Matter Expert in the areas of Application Management and Emerging Technologies and how these technologies align with our client's line of business needs.

CSC

9 years 4 months

Global Head for NextGen Application Delivery Services and SaaS Applications

April 2016 - July 2016 (4 months)

Led Global CoEs on SaaS applications - SFDC, ServiceNow and Workday; with focus on building capability and capacity globally on these three SaaS applications. Conduct Strategic and Operational workshop with customers to maximize returns in these application areas

Accountable for setting global CoEs for delivering projects / programs using NextGen Application Development Services by leveraging identified emerging technologies and platforms.

Worked on bringing the desired cultural shift in the Global Delivery organization to enable Agile + Devops way of working. Engaged in capability

building on AWS, Azure, Bluemix along with identified Toolchains for Opensource, Java, Microsoft or Mobile.

Regularly interacted with the customer for sharing CSC's PoV on the digital shift and collaborating with them in their digital transformation journey. Partnered with Regional Managers to help establish the strategy and operations plans globally and with CSC's Offering organization to further enrich the product.

Global Head for Emerging Technologies and Applications
September 2014 - March 2016 (1 year 7 months)

As global head, I was tasked to develop and mature capabilities on next gen skills and technologies for my organization. This required collaboration across multiple groups in CSC to ensure minimal duplication of effort and coherent singular strategy for the organization.

I spearheaded a strategic global initiative to enhance incremental and disruptive Automation in our processes.

I also led the SaaS Applications, with primary focus on Salesforce (SFDC), ServiceNow and Workday. My role was to build capability and scale at global level in these practices.

Additionally, I was responsible for managing delivery commitments for our Energy and Transportation clients, in line with the contractual commitments, SLAs and KPIs.

Further, as an expert in Application management & development, I supported pre-sales effort for new bids and have led few solutioning for very large bids (100 MUSD +)

Associate Director - Service Delivery: Middle East & Africa
May 2013 - September 2014 (1 year 5 months)

Provided operational and financial leadership in the Middle East & Africa region; to ensure applications manage services are delivered with quality, profitability and Client satisfaction

Built, Inspired, Motivated and Led a Client focused service delivery organization in the Region.

Delivered CSC's maintenance commitments to Clients across serviced offerings, including SAP and Oracle and across Industry verticals for non CSC IP products.

Developed and executed resource planning

Established and maintained relationship with key external and internal stakeholders: Clients' Delivery Organizations, Capability managers and Industry Verticals

Head of Custom Application Management Practice - EMEA Region
April 2012 - April 2013 (1 year 1 month)

Responsible for delivering Custom Application Management services consistently across the EMEA region and the Verticals.

Developed and delivered Application Management AS-A-Service across the EMEA region through the Application service centre. Ensured that global initiatives are effectively leveraged and executed in the EMEA region.

Actively supported the design, costing and deployment of new offerings, contributing to the growth of the organization, in cooperation with CSC's Global Practices.

Coordinated off-shoring initiatives for EMEA application Service Centres and manage Strategic Account Improvement Programme.

General Manager

April 2010 - April 2012 (2 years 1 month)

I led the Business Operation and Strategy Development for Chemical, Energy and Natural Resources vertical.

I also managed the delivery of 200+ people engaged in multiple accounts, including a leading Telecom account in Nordic region and a fortune 100 Chemical account.

With focus on leadership and innovations, I have been successful in delivering and meeting; and most often surpassing, key stakeholders expectations.

Delivery Centre Manager

April 2007 - March 2012 (5 years)

Responsible for Application Maintenance and development in the offshore development centre of multiple clients of CSC with peak team size of 325+ employees

Transition & Transformation management - with hands-on experience across all processes of both inward and outward transition

Implementation of best practices across operations, financials and account management; thus creating delivery excellence.

Times Internet Limited

Chief Manager

2005 - 2007 (2 years)

Headed the "Business Solution Group" - A group responsible for transforming business ideas into technical solutions.

The team elicited, analyzed, communicated and validated business requirements; and delivered the comprehensive Functional Specifications and System Design Specifications. Responsible for vendor selection, contract negotiation & finalization, and subsequent management of the projects.

Part of Core team involved in drawing IS strategy & IT strategy based on business strategy & organizational strategy.

Polaris Software Labs

BDM

2000 - 2005 (5 years)

Headed the business development activities for India and provided support to the onsite sales force for the in-house developed Retail ERP. Increased market potential by integrating it with SAP's Industry Solution for Retail.

Managed customers' expectations during sales, deliveries and support cycle. Gathered, analyzed and prioritized client's requirement. Ensured clear understanding of requirement by delivery manager. Tracked project status through periodic review meetings.

Developed proposals, case studies, capability documents and white papers for domestic and international clients showcasing understanding of customer's needs and pain areas. Prepared, delivered and negotiated sales pitch to all levels – CXOs to data entry operators, for over 4.5 years.

Bagged order from fortune 100 clients for domestic and international market.

Thomson Consumer Electronics

Sales Manager

July 1998 - May 2000 (1 year 11 months)

Channel management for Thomson's range of TVs, Audio and Video product.

Planning Sales promotion to increase throughput.

Indbazaar.com Ltd

Manager - S&M

2000 - 2000 (less than a year)

Create customer experience on the portal.

Responsible for branding of the portal

Coordinated with Ad agencies on Marketing briefs, pre and post Ad reviews.

Pertech Computers Ltd

Customer Support Executive (GET)

July 1995 - June 1996 (1 year)

Technical support engineer, responsible for SLAs on network and hardware for the customers

Education

eCornell, Cornell University

Executive Leadership Certificate Program · (2011 - 2011)

Xavier Institute of Management

Master of Business Administration (MBA), Marketing · (1996 - 1998)

Motilal Nehru National Institute Of Technology

BE, Electronics · (1991 - 1995)

Kendriya Vidyalaya

· (1980 - 1990)