

SINDHU SIVASUBRAMANIAM

STRATEGIC CONSULTING | STRATEGIC BUSINESS MANAGEMENT

CONTACT :

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CORE COMPETENCIES :

- Client Engagement and Relationship Management
- Strategic Consulting
- Project Management
- Business Management
- Thought Leadership and Innovation
- Team Leadership and Development
- Change Management
- Pre-Sales Technical Leadership
- Sales and Governance Operations

CERTIFICATIONS :

- Project Management professional
- Pursuing Lean Sig Sigma – Black Belt

EDUCATION :

- Bachelor of Engineering (EIE)

SOFT SKILLS :

- Extensive experience in consulting to lead high-impact projects and provide strategic insights, enhancing client operations and achieving measurable results. Targeting senior level roles with a growth-oriented organization.

PERSONAL PROFILE :

- Change Agent
- Collaborator
- Communicator
- Innovator
- Planner
- Thinker
- Adaptive and Quick learner

PROFILE SUMMARY

- A Strategic Leader with nearly 14 years of rich and extensive experience in strategic consulting and dedication to empower the clients to achieve their goals with efficiency and creativity
- Keen strategist & implementer with strong business acumen; managing entire business operations with key focus on top line & bottom-line profitability by ensuring optimal utilization of resource.
- Exhibited excellence in overseeing business operations for Sales and Governance, including leading offshore customer visits and workshops.
- Pivotal in evaluating and recommending technology investments and strategies to optimize performance and achieve business objectives.
- Instrumental in offering strategic consulting services to improve business processes, enhance efficiency, and drive organizational success.
- An effective communicator with strong relationship management skills with the capability to relate to people at any level of business and management across the globe; possess excellent analytical and negotiation skills.
- Receptive to expand knowledge in emerging market trends for business expansion and retention.

WORK EXPERIENCE

Nov'21-Present | Wipro Limited, Bangalore | Principal Consultant/Associate

Client Partner

Client: Royal Sun Alliance, UK & Ireland

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Significant Highlights:

- Reports to VP and Account Executive, Strategic Market Units, UK & Ireland.
- Driving the pursuit of all opportunities at the account level, focusing on identifying and securing new business.
- Assessing business needs and opportunities to generate new proposals and identify potential leads.
- Building and maintaining strong business relationships with clients to ensure ongoing satisfaction and engagement.
- Leading stewardship efforts to achieve year-over-year profitable growth and drive the success of client accounts.
- Providing solutions and strategies to help clients achieve their business goals while also enhancing revenue.
- Cultivating and managing senior-level relationships with clients, driving their business forward through innovative and motivational work.
- Administering a range of responsibilities including program management and business development to support organizational goals.
- Assisting clients in making strategic decisions regarding their technology investments.
- Efficiently resolving customer concerns and requests, developing and implementing account strategies to meet revenue targets, and building relationships through calls, networking, and email campaigns. Monitoring client satisfaction and adjust strategies as needed.
- Focusing on building robust client relationships to drive sales growth and negotiate new business contracts.

PERSONAL DETAILS :

Date of Birth: 27th September 1986

Languages Known: English, Tamil and
Kannada

Address: #304 AAA Makhthoom Abode,
60/2 Victoria View Layout, Nallurhalli,
Whitefield, Bangalore 560066

- Providing expert consultations to clients, offering insights and recommendations.
- Leading technical discussions during the pre-sales phase to build client confidence in our services.
- Handling Pre-sales activities (RFPs, RFIs, Bid Management) and heads the Business operations for the account.
- Maintaining and showcasing up-to-date success stories that highlight the organization's capability to address complex business challenges effectively.
- Engaging in high-level planning with executive client stakeholders, contributing to discussions around future goals.
- Serving as a member of the Wipro Executive Committee.
- Acting as author, editor, and approver for the Wipro - RSA newsletter.
- Steering efforts in approving the commercial documents for dispatch to clients.

Jan'21-Jul'21 | Indecomm Business Solutions, Bangalore | Project Manager

Feb'14-Dec'20 | Ocwen Financial Services Limited, Bangalore | Project Lead

Jan'10-Jan'13 | Thomson Reuters, Chennai | Technical Lead

Jun'08 -Dec'09 | HCL Technologies | Technical Support Executive

Hero Moto Corp, Gurugram, Haryana (Aug'17 – July'22)

Designation: Deputy Manager (Aug'17 – Aug'20)

Designation: Associate Manager (Aug'20 – Jul'22)

Highlights:

- Platform Lead: Led and delivered NPD projects right from Concept gate, design, testing, implementation and product launch End gate for 10 BS VI and Export Models. Was responsible for all activities from design release, Die go stage, development to Product readiness for
- a. I-Smart 110cc: India's 1st BS VI Compliant Two-wheeler
- b. Xpulse 200cc: Hero MotoCorp's First 200cc BS VI Project
- c. Glamour CBS: Hero MotoCorp's First Hydraulic CBS Model
- d. Led Passion Pro, Glamour & Sup Splendor BS VI Platform models
- e. Initiated the successful development and completion of over **1700 exclusive parts** for **10** models launched into SOP

Key Result Areas:

- Led New Product Development for New Motorcycle Platform for 110 cc, 125 cc & 150 cc motorcycles involving all OBD II Regulation Projects
- Established product development strategy in collaboration with stakeholders from an engineering perspective
- Interfaced with top management to secure stage gates & board approvals
- Planned & executed market research in **East & South India** for existing and new products /technology/ segment to incorporate customer & service feedback for New Product-Passion Plus
- **Developing proto, final builds and physical testing** -> Understanding Feedback from all new model teams, reviewing and ensuring technical solutions at every stage
- Restructured and **validated design change implementation of ECN's** and parts list control during model maturation
- Administered and facilitated final review in the form of **"Dispatch Evaluation" requiring Functional head approvals** of all projects ensuring product quality and product features match pre-defined standards
- Support in Back end for implementing Government Chatbot service for tracking & responding to emergency requests during COVID.