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Summary

An accomplished results-oriented business professional with around 22 years of progressive experience providing consulting, business analysis, and project management services to clients in Energy, Utilities, and Services areas across the US, Canada, the UK, and the Asia Pacific regions focusing on requirements management, business process improvement, project delivery, client engagement, project and program management and business development. Leverages critical thinking skills for solving problems. Strongly believes in the big picture approach. Excellent communication and presentation skills.

- Proven track record of delivering projects on time, on budget, and with value.
- Demonstrated working with multi-geo, multi-culture, multi-vendor groups & virtual teams in the project. Managed multiple end-to-end project implementations.
- Around 17 years extensive experience in business and domain consulting, project and program management, and business analysis, and around 5 years in the Utilities' industry.
- CSM and PMP trained, Certified SAFe® Scrum Master, SAFe® Product Owner Product Manager, Certified in Advanced Program Management from eCornell, certified in Infosys Advanced Scrum Master, Infosys Project Management Practitioner, Infosys Gold Advanced Management Program trained. Undergoing training on AI Scale Up Program.
- Certified Energy Auditor, Certified Electric and Natural Gas Business Professional, Certified Climate Change: Carbon Capture and Storage course from University of Edinburgh, Infosys Certified Utilities Billing Specialist, Introduction to Oil & Gas Industry, Oil Trading and Risk Management and Business Process Modelling.
- Leading Professional Services Portfolio under Services Domain Consulting Group (DCG); leading Services DCG segment operational activities at NAM Delivery (NAMDLY) level and EU level.

A continuous learner with a keen interest in leading digital and business transformational activities in Energy and Utilities areas, particularly, in energy transition, oil and gas, and power utility, by leveraging digital and domain skills.

Clientele: bp, BHI, Hess, SDG&E, PG&E, SCE, E-ON, LAUSD, PwC, LexisNexis, Rajasthan DISCOMS

Accomplishments

- 5x Infosys INSTA, 5x REAP Award. Collaboration Captain DCG RISE Award. Domain Champion NAM STAR Excellence Awards H2FY24. Co-lead DCG revenue cross \$0.5Mn pm for FY23, FY24. Infosys Platinum club member (represents top 3% of company).
- Invited speaker. External paper publication. Multiple Infosys internal publications. Cited in external publications.

Core Competencies

Program Management	Advisory Services	Strategy & Business Planning	Agile & DevOps
Business Value Creation	Business Analysis	Business Process Excellence	PMO Services
Client Management	Business Development	Digital Technologies	Management Reporting
Design Thinking	GTM and Pre-sales	Solution Development	Renewable Energy
Energy Transition	Oil & Gas	Power Utilities	Carbon Market

Education

- Master of Technology (Energy Systems Engineering), Indian Institute of Technology, Bombay, 2002.
- Bachelor of Engineering (Mechanical), Walchand Institute of Technology, Shivaji University, 1999.

Professional Experience

Infosys Limited, Principal Consultant

Jun 2007 – Present

- **Program/ Project Management**

- Leading Professional Services DCG activities across multiple tracks: new joiners, PS domain courses, Consulting Refresher, PS Solution ideas, PS Newsletters, Profile evaluation, Case studies and opportunity management. Led and assisted in publication of 5 quarterly PS newsletters, 5 POVs on Infosys website and 5 POVs are in pipeline for publication.
- Co-lead DCG revenue cross over \$0.5Mn per month during FY23 and maintained during FY24.
- Led the Portfolio PMO team (size: 4). Managed ~\$46m large and complex portfolio for leading oil major in the UK since 2018. Provided advisory on finances and project management activities. Created ~\$1.1Mn opportunity in procurement space. Retained PMO services through negotiation.
- Managed ~\$2Mn multi-year project. Coordinated with business, vendors, internal stakeholders for leading Utility in the US. Managed multiple end-to-end implementations. (Team size: 23).
- Led a 5-member team and managed releases, UAT, functional testing, support & maintenance of defects, risk management for trade compliance tool for leading Oil Major in the UK.

- **Business Analysis**

- Led business analysis for critical Partner applications for leading US-based professional service provider.
- Managed 5-member BA team for forecasting application for leading US-based professional service provider in multi-vendor, multi-geo environment.
- Managed 15-member BA team on requirements for ~\$10Mn Student Information Management system for leading education service provider in the US.
- Led requirements gathering activities for Coiled Tubing Drilling module for leading Oil Field Services in the US. Defined functional & non-functional specifications of Survey Module.
- Led requirements gathering for EHS & SR application for a leading Oil company in the US.
- Led system appreciation efforts for Power Trading & Forecasting application for leading Utility in the UK.

- **Consulting**

- Managed requirements and testing for cloud-based Natural Gas Pipeline Gas Transaction Management system for leading oil major in the US. Strategized testing, managed UAT for 1350 test cases with defect management, provided advisory services.
- Led application track of DR Planning assessment. Developed migration plans for leading Utility in the US. Conducted stakeholder engagements, application gap analysis.
- Requirements' prioritization and testing for network monitoring & visualization solution of Smart Meter Operation Center initiative for leading Utility in the US.
- Contributed to establishing seismic data standards, processes, and roadmaps. Led evaluation of vendor solutions & recommended vendor for seismic data hosting for leading Oil Major in the US.
- Led business process mapping, end-to-end tendering process for selection of IT implementing agency for Indian Utility as part of R-APDRP program. C-level engagement & reporting.
- Industry research, requirements, solution prototyping and development for Infosys IP enterprise-wide sustainability solution
- Reviewed Enerdynamics Regulatory class material on the Electric & Gas market.

- **Pre-Sales**

- Led and participated in proposal responses, developed sales & marketing collaterals, POV's, service offerings, client presentations, GTM strategy, new ideas to drive growth business cases.
- Led efforts for empaneling Infosys as Empaneled Consultant with BEE. Led proposal response efforts from the energy group for ~\$4.5 Mn KOC's RFP bid that was awarded to the consortium that included Infosys.

- **Firm Building & Thought Leadership**

- Leading Professional Services Portfolio lead for NAMDLY.

- Demand Management for Services DCG for NAMDLY.
- Leading Services DCG segment operational activities at NAMDLY level and EU level
- Hiring freshers and laterals for the organization.
- Invited speaker. External paper publication. Multiple Infosys internal and external publications.

Reliance Energy Limited, Deputy Manager - Regulatory Affairs

Aug 2005 –May 2007

- Managed regulatory affairs of Renewable Energy and Energy Efficiency sectors.
- Core team member of Clean Development Mechanism (CDM) that proposed Developed methodology (AM0029) which was approved by the CDM Executive Board of UNFCCC.
- Led and represented the company in developing Renewable Portfolio Obligation (RPO) Mechanism with Maharashtra Energy Development Agency and Maharashtra Electricity Regulatory Commission.
- Participated and coordinated in filing Annual Revenue Requirement (ARR), tariff setting process, and post technical validation session of ARR. Delivered lectures to recruits/ employees on Power Sector Reforms and Regulatory Aspects in India.

Suzlon Energy Limited, Assistant Manager - Policies & Regulatory

Aug 2004 –Jul 2005

- Reviewed and analyzed energy sector-related regulations and policies, concept, discussion, and approach papers. Developed energy baselines for calculation of emission reductions of CDM projects.

Prayas Energy Group, Research Associate

Aug 2002 –Feb 2004

- Contributed to the analysis of State Electricity Regulatory Commissions' survey done by Prayas. The report named "A Good Beginning but Challenges Galore" has been published in February 2003.
- Researched and published a paper on estimating power consumption in agriculture. The paper has been cited in many books, reports, and research papers.

Thought Leadership

Paper Publications

- The AI Advantage Exploring the Implications for Professional Services Firms, Infosys, Nov 2023
- Enterprise-wide Sustainability Suite, SETLabs Briefings Issue on Green IT, Jan 2011.
- Selection of Methodology for RE & RE-based Cogeneration Projects, National Seminar on CDM, IEI Pune, Nov 26, 2005.
- Estimating Power Consumption in Agriculture, Economic and Political Weekly, Feb 21, 2004.
- Multiple internal publications in Infosys

Invited Speaker

- Indian Dairy Engineers' Association and Dairy Science College organized National Conference on Green Technologies in Dairy and Food Processing Industries on August 27-28, 2010.
- Bangalore Chamber of Industry and Commerce organized a Seminar on National and International Trade in "Carbon Credits" on Friday, August 6, 2010.

Key Certifications and Training

Certifications

- Certified Energy Auditor from Bureau of Energy Efficiency, Government of India
- Certified Level One Electric & Natural Gas Utility Business Professional from Enerdynamics.
- Certified SAFe® Scrum Master, SAFe® Product Owner Product Manager.
- Difficult Interactions from Harvard Manage Mentor
- Certified Climate Change: Carbon Capture and Storage course from University of Edinburgh
- Certified in Advanced Program Management from eCornell, certified in Infosys Advanced Scrum Master, Introduction to Oil & Gas Industry, OTRM, Utility Billing Specialist, PM Practitioner, BPM

Trainings

- Certified Scrum Master trained from 3Back.
- CII Training Certification on Corporate Climate Change Strategy. Enterprise Architect 9.1 tool training from Cephas Consulting Inc.
- Infosys Training: Smart Metering (AMI), Power Trading, Overview - E&P and R&M, PPDM, BA, PRAVESH (Infosys Managerial Workshop), Agile & DevOps, Program Management Fundamentals, Power BI, Digital Technologies, Energy Transition, Professional Project Management, Gold Advanced Management Program
- Undergoing training on AI Scale Up Program.