
CAREER SUMMARY

A dynamic professional with over total 20+ years of utilities experience in Business Analysis, Development /Operations, GIS Sales, Enterprise Account Management, Revenue Generation, Leads Generation, Pipeline Management, Customer Relationship, Customer Experience, Inside & Outside Sales, Outbound Calls, Quarterly Targets, Quarterly Road maps, Internal Audits, Compliance Checks, Vendor Transition, Vendor Management, Consulting, Process Transitions, Process improvements, Project Management, and Pre-sales across multiple GIS platforms (ESRI, ArcFM, MapInfo, GE Smallworld, OGC software's) for utility & telecom verticals.

Currently working for THE GROUP OVERSEAS LLC as Business Operations Manager for Utilities Vertical for global markets. Possess excellent interpersonal skills, combined with experience from diverse technical environments, ability to combine technical skills, coordinate with multiple departments, ability to communicate with non-technologists, quick understanding of the corporate business, recognize a business opportunity as well as handle the technology to make it happen. Developing new market strategies to capture new markets with new clients.

Technical Skills

GIS Software's : ESRI-Arc GIS, Arc IMS, ArcSDE, ArcGIS Server, ArcGIS Engine, ArcFM, ArcFM UT, Map Info Professional

GIS Domains : All AM/FM (Automated Mapping / Facility Management) Utilities, Land

Other Software's : AutoCAD, MicroStation, MS Visio, MS Project, MS Office

Survey Instruments : GPS (SF & DF), Total Stations

Utility Domains : Electrical, Water, Gas, Telecom, Land and Oil & Gas

Engineering : MEP, Structural Detailing etc...

CRM : vTiger, SalesForce

CERTIFICATIONS

- Foundation Certificate in Business Analysis from British Council of Standards (BCS) UK

Internal Training

- Business Requirements Analysis & Specifications - RUP
- Business Process Depiction using Enterprise Architect.
- Completed 21 hrs. of Business Analyst training as per IIBA BABOK for CCBA / CBAP certification
- Completed 21 hrs. of CAPM training as per PMBOK for PMI

Employment

Oct'16-Current	The Group Overseas LLC	Oman	Business Operations Manager
Sep'15 – Oct'16	Jal Technologies	Oman	Business Analyst
Aug'14 - Aug'15	Freelance Consultant	India	Business Consultant
May'13 - Aug'14	Apex Knowledge Technology Pvt Ltd	India	Business Consultant
Jul'09 - May'13	Avineon India Pvt Ltd	India	Business Consultant

Jan'08 - Jun'09	Ramtech Software Solution Pvt Ltd	India	Sr. Lead
Oct'06 - Dec'07	The Group Overseas LLC	Oman	Lead
Apr'03 - Sep'06	DSM Soft Pvt Ltd	India	Technical Lead
Sep'98 - Mar'03	Infotech Enterprises Ltd	India	GIS Engineer

Major Project Executed

Majan	Implementation of ArcFM	Oman
DEWA	Consultancy services for Organizational review and business organizational change	UAE
DEWA	Consultancy services for EGIS Roadmap and Implementation (ArcFM UT)	UAE
Kharamaa	Consultancy services for EGIS Roadmap	Qatar
King Saud University	Consultancy services for GIS 3D tracing for utilities	KSA
Energisa	Consultancy services for Enterprise solution to integration all IT systems	Turkey
Neyveli Lignite	Consultancy services for IT & GIS RoadMap and SOW definition	India
Comcast Corporation	Consultancy services for Organizational and Data Flow rationalizing	USA
Berlin Electricity Company	Implementation of Data Transformation & business process rationalizing	Berlin

CORE COMPETENCIES

Managing the New Initiatives, Pre-Sales & Business Development Activities; Preparing the Technical documents, responding to EOI, RFI, RFP, PQQ, Preparing Business case studies, Performing Technical Presentation.

- ⇒ Initiating the UNA (User Needs Assessment) for the new opportunities
- ⇒ Liaising with the client for their technical requirements
- ⇒ Preparing the gap analysis and the methods for fulfilling the gaps
- ⇒ Providing the technology reviews for the fulfilment of the requirements
- ⇒ Preparing the work flows and detailed technical specifications and processes
- ⇒ Worked on Presales support for a wide range of GIS / IT based products.
- ⇒ Worked closely with project teams involving stakeholders, SMEs to provide strategic and tactical advice on project planning and execution, while keeping management informed and focused on strategy.
- ⇒ Liaising with client to understand the technical requirement of the project and rendering GIS consultancy and proposing new projects. Analysing business study & requirements
- ⇒ Formulate, synthesize and prioritized requirements collected via interviews, JAD sessions, analysing current solutions, looking at business opportunities and user surveys.
- ⇒ Authored Business Requirements Documents (BRD), Functional specifications Document (FSD) along with use cases.

- ⇒ Preparing the ArcFM data models as per the client business processes
- ⇒ Providing estimate for various GIS opportunities
- ⇒ Technical support for the business development teams
- ⇒ Initiating new business opportunities in South East Asia and Middle East
- ⇒ Providing technical consultancy for projects like DEWA (Dubai Electricity & Water Authority, Dubai) and KSU (King Saud University, Saudi).
- ⇒ Engaging target clients and obtain business requirements for utilities, municipality and photogrammetry projects
- ⇒ Reading, editing, and rewriting materials to ensure readability and consistency of message/tone.
- ⇒ Developing proposals, presentations, and other pursuit materials
- ⇒ Working closely with corporate executives and senior management to develop proposal responses and targeted messages that convey a customized approach to all business pursuits
- ⇒ Responding to RFPs, scrutinize RFP's and working on making structured proposals in liaison with the core technical team
- ⇒ Writing & preparing the responses to RFP, RFQ & EOI's.
- ⇒ Preparing the work estimations and costing for the proposals.
- ⇒ Preparing and presenting the technical presentation to clients
- ⇒ Involved in consulting, requirements identification & analysis, process transitions, process improvements, roadmap creation, project management and customer experience
- ⇒ Acting as a focal point for the collection of information from various sources
- ⇒ Maintenance of central document and customer database
- ⇒ Preparing technical proposal for various GIS projects across the globe (ESRI, ArcFM, MapInfo , GE Smallworld & OGC software's)
- ⇒ Branding of the organisation
- ⇒ Develop and periodically update company corporate marketing strategy and collaterals
- ⇒ Has extensive contacts and relationship with all the Ministries in ME.
- ⇒ Identify and evaluate specific channels for marketing promotions
- ⇒ Measure the effectiveness of all marketing and communications campaigns
- ⇒ Managing and working as team of BD executives
- ⇒ Establishing and managing an effective business development strategy through communication.
- ⇒ Account mapping and management, relationship management and customer mining.
- ⇒ Generating business operations, GIS sales - channel, IT services, enterprise account management
- ⇒ Responsible for revenue generation, leads generation, customer relationship, inside & outside sales, outbound calls, internal audits, compliance checks, people management.
- ⇒ Responsible for vendor transition, vendor management, client relationship,
- ⇒ Attend and actively contribute to strategy, status, and follow-up meetings on the business development

ACADEMIC CREDENTIALS

MBA (Operations Management & HR) from Indian Institute of Commerce and Trade, Lucknow 2009.

DCE (Diploma in Civil Engineering) from State Board of Technical Education & Training, Gudivada in 1998.

AVAILABLE VISA

US : B1/B2 valid till 2023

Oman : Work Visa valid till 2021

PERSONAL DETAILS

Mail id : yskgis@gmail.com

Date of Birth : 24th August 1980

Passport Details : No: L4709815; Valid till: July 2023

Marital Status : Married

Current Address : Flat No 64, Building No 1194, Way No 6318, AL Mabela, Muscat

Languages Known : Telugu, Hindi, English, Urdu and Tamil.