

NIRANJAN ROY

Techno-Business Professional

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New Delhi, India



EXPERIENCE

Director

Tara Chand Logistic Solutions Ltd

Aug 2014 – Ongoing

- Instrumental in business growth, improving predictability of the revenue / cash-flow and prioritizing the new initiatives
- company achieved >200 percent turnover growth and successfully completed IPO in March 2018

Co-Founder

FirstChoice Rebar Shapes and Solutions

November 2012 – Feb 2016

- Responsible for defining Business Models, Go-To-Market Strategy, Branding, Business Development, Customer Engagement, Vendor Management, Talent Acquisition, Team Management
- Set up Integrated Service Centre for this new concept in Navi Mumbai

Principal Consultant & Head - Enterprise Information Management Service Line, Senior Consultant & Head - Data and Integration Practice

Steria

Feb 2007 – Oct 2012

- Established and managed 300+ high end EIM Consultancy Organizations of 25 Million USD annual revenue covering wide spectrum of BI/DwH skills for European Markets
- Achieved more than 500% business growth
- Consistently exceeded cost recovery targets by 20-30%
- Additionally managed SAP Practice delivering business solutions and projects to the UK and Continental Europe
- Merit of serving key accounts such as Barclays, CFS, BT, O2, Deutsche Bank, UC, Tesco, Royal Mail, Boots, BBC, RenaultF1

Practice Director, Project Director, Fulfillment Director, AVP

Polaris Software Lab Ltd

Apr 2001 – Feb 2007

- Established speciality Siebel CRM and Tech-Port practice led business (very new concept of the time) for global markets
- Achieved over 200 % revenue growth in the first year, preceded by consecutive >100 % growth in the next 3 years
- Achieved highest profitability for CRM practice consistently for 4 years amongst all Practice Units of the company
- Improved predictability of the revenue model for the Line of Business
- Led Company's entry in newer markets of US, UK, Canada, Singapore and Malaysia
- Served key accounts such as Cadence, Sanmina-SCI, Unicorp, ntl., Fidelity, Hughes, Man Investments, Lloyds TSB, OCBC Bank

Founding Core Group Member

Metaljunction.com

Sept 2000 – Mar 2001

- Loaned by parent company SAIL to set up eCommerce biz in collaboration with TATA Steel and Kalyani Steel in tough phase
- Rare Collaborative Exposure for company formation, technology, marketing, content, buyer/supplier adoption, process re-engineering

EXPERIENCE (...CONTD)

Chief, Addl Chief, Dy. Chief, Sr. Executive, Executive (Marketing), Management Trainee

SAIL

Jul 1987 – Apr 2001

- Exceeded objectives in the wide ranging business functions resulting in fastest progressions in hierarchy and responsibility
- Profit Center Head and Corporate Functions Role at very young age for this large corporate
- Championed Transformational / Process Re-engineering initiatives

SKILLS

- Business Incubation, Business Ramp-up, CoE Setup, Capability and Competency Management, Outsourcing/Vendor Management, Leadership, Contract Management, Stakeholder Management, Inter-Divisional Coordination
- Profit Center Management, Business Development, Bid and Offer Management, Solution Design, Strategic Alliances, New Concept Selling, B2B Sales, Channel Sales, Warehouse Management, Manufacturing
- Consulting, IT Delivery, Program/ Project Management, Talent Acquisition, Resource Management, CRM, BI/DwH, ERP, Process Re-engineering

EDUCATION

Bachelor of Technology

IIT (BHU) Varanasi

1983 – 1987

GPA : 8.330 / 10.000

PGD in International Management

IMI New Delhi

1992 – 1993

GPA : 3.441 / 4.000

CERTIFICATIONS

2005 : PMP

Project Management Institute, USA

2007 : Accredited Leader

Penna Consultants, UK

2012 : ITIL Foundation Version 3

APMG-International, UK

LANGUAGES

Hindi, English