NIREESH NAGARAJ

ASTUTE IT BUSINESS EXECUTIVE – Vice President

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TARGET ROLES: VP/ SVP/ EVP/ CXO

An Entrepreneurial-spirited, Charismatic, Pioneering technologist with **25+ years** of Progressive-Leadership experience identifying, qualifying, building consensus for, and implementing enabling technologies and enterprise systems that facilitate business processes and strategic objectives. Outstanding leadership skills; keen to build a strong, cohesive, and transparent corporate culture that creates excellent morale and encourages top performance.

As a key member of executive teams, executed major change initiatives and restructuring of 3 organizations in the past decade.

BUSINESS ACUMEN	Merger & Acquisition	Fiscal Accountability	Complex Change Management	Large Client Relationship Management	Partner Management	Account Management	P & L	Global expertise - USA, Europe and Asia	Agile Methodologies	SaaS	DevOps & Cloud	Mobile Application Development	Technical Product Innovation & Patents	PaaS	HIPAA Standards	PCI-DSS	HL-7 Standards	TL- 9000	ISO-9000	SEI-CMM	DevOps
TECHNOLOGY ACUMEN	Sun Solaris	Linux	Windows	Oracle	Sybase	MySQL	MsSQL	Delphi	Power builder |.NET	Java	C,C++	Visual Basic	Pascal	FORTRAN	ADA	Siebel	Cloud Computing	Enterprise Architect (EA)	ROBOHELP	Visual Foxpro	Visual Basic	Visual C++	XML	HTML	PHP	Microsoft Windows CE	Symbian	Blackberry	ioS	eThorty	Business Objects	XAMARIN	LAMP	Design for Testability	PCI-DSS	SOA	OOD	SDLC	SCRUM
DOMAIN ACUMEN	Telecom	Healthcare	Supply Chain	Manufacturing	BFSI	Higher Education
CAREER EXECUTION	*Product Development	Product Management	Research & Development	PMO	Consulting	Architecture	Customer Support	Pre-Sales*

WHY I AM A FIT FOR TARGET ROLES	☞ 25+ years of versatile expertise across domains
	☞ Takes risk, innovates and tries out always new
	☞ Having worn all the hats, can excel in any role and situation in any Organization
	☞ An avid learner, self-driven leader
	☞ Exceptional orator, communicator and hard negotiator
PROFESSIONAL SKILLS	*Thinking through first principles	Problem Solving	Future focused	Goal Oriented	Creative thinking	Leadership	Mentoring	Work Ethics	Resiliency	Time Management	Verbal & written communication	Oratory	Innovation*
ENTREPRENEURIAL ACUMEN	As an evangelist and one of the early founders during 2012-16, incubated 2 start-ups – **LIGOSYS and QPM.** **LIGOSYS** focussed and developed the **Integrated Work management System** (IWMS) software solutions for the SMB segment, with reduced cost of implementation, cloud infrastructure, increased productivity in operations and excellent Analytics to propel business decisions**.** **Quality Performance Corporation (QPC)** focused and developed the **Quality Management Practice (QPP)**, inducing a standard quality industry practice as a web and mobile based software solution, complying with the NAAC, NBH and other global educational and healthcare standards as well and for the accreditation of education and healthcare institutions. This platform is the first of its kind and product offering is on the SaaS platform **(Patent protected)**
NOTABLE MILESTONES	**ENTREPRENEURIAL:** 1. QPP – Projected Market Revenue: $200 - $300 million. Patent protected product 2. IWMS - SMB Projected Market Revenue - $80 - $165 million

TALISMA:
1. Client Revenue - $25 million
2. Technology integration revenue - $10 million
3. New Development- $40 million
4. Revenue Increase – 63%
5. Induced 21 Patents

LUCENT TECHNOLOGIES:
1. Improved Operational Excellence
2. Championed for a metrics driven Organization and achieved the TL9000 certification
3. Introduced the Balanced Score Card metrics
4. Championed and led the Organization towards Lucent Software Best Project Management Practices

HEALTHASYST:
✓ Customer base > 25%
✓ Cost reduction < 30%
✓ SEI-CMMi L3 certification

NOTABLE ACHIEVEMENTS

TALISMA CORPORATION:
1. *LEADERSHIP AWARD:* for outstanding leadership and innovating many firsts for the Organisation - **2008**
2. *PATENTS:* Instrumental for 21 patents at Talisma Corporation – **2008-2010**

LUCENT TECHNOLOGIES:
1. *LUCENT BEST PRACTICES AWARD* – towards outstanding leadership traits -**2003**
2. *TL-9000* – Achieved Telecom Quality Certification - **2005**

HEALTHASYST: Achieved *SEI-CMMi* Quality Certification -**2000**

RAFFLES SOFTWARE: Achieved *ISO-9001* Quality Certification – **1998**

LEADERSHIP ACHIEVEMENTS

CONSULTANT: NOV 2012 - PRESENT

MANAGEMENT & TECHNOLOGY CONSULTING

Consulting to small and medium sized organizations, and making a difference in my business community by using my experience to benefit others. I help in devising and translating the strategic plans into tactical initiatives. I help people who want to continue learning, challenging themselves and contributing their talents. My goal is to provide solutions to optimize operational performance across the broad range of areas below:

Management & Technology consulting | Mobile technology | New product development | Pre-Sales | Start-up incubation and new business challenges

TALISMA CORPORATION: MAY 2007 – NOV 2012

CUSTOMER EXPERIENCE

- **Chief Technology Officer** level responsibilities in determining long-term corporate-wide information needs and developing the strategy and budget for overall technology, development, hardware acquisition, and integration
- Enhanced Customer Experience by devising and executing long term relationship with offshore and on-shore partners, thereby reducing development time by over 60%
- Prevented product cancellations and incubated customer loyalty with web seminars, direct email campaigns and customer conferences
- Improvised product portfolio, consistent with architectural standards that drove significant value back into the client organization relative to IT investments

PRODUCT DEVELOPMENT

- Provided strategic technology leadership, product vision, and the technology roadmap for the Enterprise Division.
- Led the effective execution of technology, infrastructure, partnerships, and external relationships for the CRM, CIM product portfolio on Higher Education and BFSI. Identified more productive methods to achieve top performance, eliminating development waste, introducing performance metrics and reducing expenses

- Directed and led a 850+ member team spread globally, comprising of **Development, Customer Support, Production Support, Product Management, R&D, Architecture, Operations, Documentation and Learning Centre groups**
- Devised and executed a multi-million dollar product development - building products that induced market share
- Developed and executed a **multi-year development strategy** and roadmap aligned with the business strategy and technology roadmap
- Led the new architecture and mobile development strategy
- Championed a balanced team delivery ensuring no impact on customers on legacy systems
- Led the new design of **Campus ECO System** suite of products on a new architecture, grew new product releases by **120%,** increasing company-wide revenue by **48%**
- Innovated and introduced the award winning advanced technology group (**Engineering Elite Services**) to hasten the resolution of customer escalations within development Organization, created vision and greater **Customer Experience**

PRODUCT MANAGEMENT & CUSTOMER EXPERIENCE	
	- Developed key client relationships and product share
	- Signed up over 30 customers to test the products before Go-Live
	- Redefined the selling model with sales through early product adopters strategy
	- Championed the product road shows and product fairs with Sales, Product Management, Customer Support and Marketing teams'
	- Directed the cross functional redesign teams and added 26 new features and improve usability and functionality
	- Developed new licensing strategies and revenue streams based on customers' pattern, thereby increasing renewals
	- Redefined and directed a company-wide Technical Governance process and training

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LUCENT TECHNOLOGIES: NOV 2000 – APR 2007

DEVELOPMENT – GSM
- Led the programmes from the India Development Centre
- Championed 4 products in the **GSM Wireless (OMC)** domain out of the INDIA Centre across EMEA, NAR, APAC regions
- Directed and led a 100+ member team
- Led the Component Development on the PaaS and SaaS platform development from INDIA, through distributed teams across Ireland, USA, Europe, India, France and Germany
- Led the Framework design and Development activities, through coordination with 9 teams across 3 geographical locations.
- Led the Product migration onto a new Architecture on the Platform for the Wireless product in the GSM portfolio
- As a Group Leader led the Architecture Review for the **Lucent's Software Architectural Review Board (SARB)**

DEVELOPMENT & PROGRAM MANAGEMENT – OSS:
- Appointed to execute the deliverables from the India Development Centre
- Championed the development of 6 products in the **OSS- BSS portfolio** out of the INDIA Centre across EMEA, NAR, and APAC
- Championed the Product Migration onto a new JAVA based architecture in the OSS portfolio of activation and subscription products

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OTHER CAREER EXPERIENCE
- Sep 1999 – Oct 2000 – Head – Offshore Development & Quality, **HealthAsyst**
- Nov 1997 – Aug 1999 – Senior Systems Engineer, **Raffles Software**
- Apr 1997 – Oct 1997 – Systems Engineer, **Tata Elxsi**
- May 1996 – Mar 1997 – Project Leader, **Siri Karya Systems**
- July 1992 – Apr 1996 – Senior Project Leader, **Bangalore Softsell**

EDUCATION

1989	Bachelor of Engineering (B.E/ BTech) - INSTRUMENTATION TECHNOLOGY