

Rajeev Kumar  
Senior Associate Consultant - Infosys/Offshore Lead

Bengaluru, Karnataka - Email me on Indeed: [indeed.com/r/Rajeev-Kumar/3f560fd91275495b](https://www.indeed.com/r/Rajeev-Kumar/3f560fd91275495b)

- An erudite professional with 2 years of IT/Presales/Project Management experience
- Possess knowledge of Project Management, Digital/Social Media Marketing, Analytics, BI (Business Intelligence), presales, Business development, strategy and planning, etc.
- Endowed with a passion for winning as exemplified through excellence in academic, extracurricular areas and organizational experience
- An effective communicator with strong analytical/logical skills to relate to people at any level of business and management
- Exposure in improving business performance by leveraging market insights to influence strategic and tactical plans that delivered differentiated offerings to customers
- Possess problem solving capability keeping constraints in purview, innovation & adaptability
- A quick learner with the expertise to work under pressure and meet deadlines
- Pleasing personality with a zest for life, knowledge and sound understanding of technology and the present world

Willing to relocate: Anywhere

#### WORK EXPERIENCE

Senior Associate Consultant

Infosys Limited - Bangalore Urban, Karnataka -

July 2017 to Present

- Project Management Office (PMO)/Offshore Lead for a leading Global Oil & Gas utility giant
- Handling multiple service areas viz. risks and issues, planning and scheduling and assurance processes for all projects and engagements across the EMEA geography

Associate Consultant

Infosys - Pune, Maharashtra -

May 2016 to June 2017

- Presales (Domain and Process Consulting) for Enterprise Asset Management (EAM) Supply Chain Domain
- Pega Marketing and BPM (Business Process Management) team as a functional consultant
- Problem Definition: Conduct secondary research that helps identify problem areas
- Effort Estimation and preparing Deal Pricing with vendors to provide data points for proposal development
- Solution Evaluation & Recommendation: Understand solutions recommended and explore alternatives based on research (literature survey, information based in public domains etc.)
- Requirement Analysis & Detailing of Processes: Create requirement specifications from business needs. Define detailed functional, process, infrastructure based on requirements

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- Development/Configuration: Configure and build the application, process solution in line with the design document
- Issue Resolution: Understand the issue, diagnose the root cause and shortlist solution alternatives
- Marketing & Branding: Create marketing material in the form of case studies or solution documentation
- Configure and assist in evaluating micro vertical/service/solution requirements on the products, documenting these in presentations and creating solution brochures

#### EDUCATION

PGDM in Marketing

Goa Institute of Management - Goa

June 2014 to March 2016

B.Tech in Computer Science and Engineering

Uttar Pradesh Technical University - Ghaziabad, Uttar Pradesh

July 2010 to April 2014

#### SKILLS

Adobe Photoshop (Less than 1 year), Ads (Less than 1 year), BI (1 year), Business Intelligence (1 year), MS Excel (2 years), presales (1 year), Tableau (1 year), Pega Marketing and BPM (Less than 1 year), MS Word (2 years), MS Powerpoint (2 years), MS Sharepoint (2 years), Spss (Less than 1 year), IBM Maximo (Less than 1 year), marketing strategy (2 years), Business Analysis (2 years), communication and soft skills (2 years), Project Management (2 years), Project Planning (2 years), Team Management (1 year)

#### LINKS

<http://www.linkedin.com/in/rajeevkumar91>

#### CERTIFICATIONS/LICENSES

Google Adwords

December 2016 to December 2017

Google Analytics

February 2017 to August 2018

HubSpot Inbound Marketing

Digital Vidya Certified Digital Marketer

<http://www.linkedin.com/in/rajeevkumar91>

#### ADDITIONAL INFORMATION

Soft Skills

Communicator, Innovator, Team Player, Analytical Collaborator. Intuitive

Technical Skills

- Google AdWords, Google Analytics, Inbound Marketing, SEO (On-page and Off- page), SEM, Facebook Ads and Social
- Project Management, MS Project Professional
- Media Campaigns (Content Bucketing)
- Tableau, Microsoft Power BI, SPSS
- MS Office Suite, Advanced Excel, MS SharePoint, Visio, Adobe Photoshop, Pega Marketing and BPM