

**TEK010022 (Dynamics AX functional - 16 + Year)**

■ MBA

**Highlights**

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- Principal functional consultant, Delivery manager, Solution Architect with 16 + years of IT experience of Pre-Sales, Implementation, Support Projects and Program management in D365 Finance and operations (D365 F&O) application across geographies and across multiple domains.
- LCS, Azure DevOps, Service now, RSAT, ERP- MS Dynamics 365 F&O, CRM- MS D 365, MS Office.
- MS Project, Billing and allocation applications.
- Learning AI for Business from Great Learnings

**Skills****Primary Skills**

- D365

**Secondary Skills**

- MS Dynamics AX 2012 (R2 & R3)

**Other Skills**

- Delivery and Program management
- Strong decision maker
- Budget management
- Resource management
- Risk Mgmt. and Quality Audits
- Functional Expertise
- Solution Design
- Service-focused
- Customer Satisfaction
- Project Financials
- Pre Sales –RFP/RFI

**Projects****Project - 1 - IT Industry (6 months)**

Roles and Responsibilities:

- Leading Pre-Sales opportunities related with D365 F&O and D365 CE
- Identify the fitment, Design the solution, prepare the response in desired formats, identify costs,
- Review with top management, Presentation to client, participate in negotiations, Prepare Demos or prototype.
- Participate in SOW preparation and handover to delivery.
- Help delivery team as and when required on functional solution design and to manage overall escalations throughout the project/ Programs.
- Learning D365 Annata solution

## **Project - 2 - IT Industry (25 months)**

### **Roles and Responsibilities:**

- Leading Pre-Sales opportunities related with D365 F&O and co-ordination with sales team.
- Forecast and budget management, overall reporting on margins of projects.
- Project Management and delivery of MS Dynamics ERP Implementation projects, Enhancements and end-to-end process and implementing latest solutions to ease Business Operations.
- Managing and leading the project teams.
- Developing and maintaining a detailed project plan.
- Managing project deliverables in line with the project plan
- Resolving cross-functional issues at project level.
- Managing project scope and change control and escalating issues where necessary.
- Monitoring projects progress and performance.
- Participation in governance calls, change control board meetings.
- Continually monitor scope, time frame, budget, and risk.
- Ensuring Quality fulfillment of Projects deliverables
- Actively involved in house solution development and enhancements

## **Project - 3 - IT Industry (8 months)**

### **Roles and Responsibilities:**

- Leading Pre-Sales opportunities related with D365 and reporting to higher management and co-ordination with sales team.
- Project Management and delivery of MS Dynamics ERP/ CRM, Enhancements and end-to-end process and implementing latest solutions to ease Business Operations.
- Solution designing for customer requirement including end to end architecture.
- Provided consultancy on functional part of D365 SCM and CRM as well.
- Vendor management – discussion of scope, financials along with delivery of ISV solutions (Ex flow, Experlogix-CPQ)
- Project planning to execution and reporting to main stakeholders

## **Project - 4 - IT Industry (111 months)**

### **Roles and Responsibilities:**

- Project Management and delivery of MS Dynamics D365 F&O/ D365 CE, Enhancements and end-to-end process and implementing latest solutions to ease Business Operations.
- Solution designing for customer requirement for functional requirements in SCM, Finance area on AX 2012 R3 , D365 F&O as well as on CRM for shorter time
- Provided consultancy on functional part of D365 SCM and CRM as well.
- Client facing skills, managed client deliverables at onsite like Denmark, Australia, and New Zealand.
- Preparation of documents like Functional requirement, Functional design, Test scripts, Testing of customization Interacted and managed development team for customizations management
- Domain served – Retail, Telecom, Financial Services, Pharmaceutical, logistics.
- Participated in more than 3 end to end D365 F&O implementation projects as Onsite Lead functional, Onsite – New Zealand, Australia, and Denmark.
- Participated in Pre-Sales activity like functional fitment, effort estimations and Demos /POCsto client.
- Actively involved in Data Migration, licensing requirements, UAT, Cut Off periods and post go live supports.
- Worked with Quality teams to get Projects match the quality requirements of CMMI level.

## **Project - 5 - IT Industry (27 months)**

## Roles and Responsibilities:

- Solution designing for customer requirement for functional requirements in SCM, Finance area on NAV 2009 and AX 2009
- Provided functional consultancy on functional part of SCM and Finance
- Client facing skills, managed client deliverables at onsite in Mysore, Delhi, Hyderabad, Gurgaon.
- Preparation of documents like Functional requirement, Functional design, Test scripts, Testing of customizations
- Gathered requirements and performed fit gap analysis to prepare design documents.
- Provided user trainings and supported Go Live and after support activities.

## Awards

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- Project Management Professional (PMP) from PMI, MB 700 – Certified D 365 Solution Architect