TEK010065 (Dynamics AX functional - 20 + Year)
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Highlights

- 6+ Years of experience in MS Dynamics 365 for Finance and Operations ERP end to end implementation for various organizations.
- 7+ Years of Overseas (Middle East) experience in MS Dynamics ERP (Microsoft Dynamics 365 for Finance and Operations and Microsoft Dynamics NAV) end to end implementation for various organizations.
- 13+ Years of MS Dynamics (Microsoft Dynamics 365 for Finance and Operations and Microsoft Dynamics Business Central) end to end implementation for various organizations.
- 28+ Years Experience in Domain and Business Process knowledge, in various ERP application Implementation, managing ERP deployment and rollout and support of ERP applications. ? Key Skills: Fin Ops, Project Management and Accouting & Indirect Tax
- Experience in configuration and Setup of General ledger, Accounts Payable, Accounts Receivable, Cash & bank management, Fixed Assets, Project Management & Accouting and Budgeting.
- Studying Clients Business Process Flow and Conducting System Requirement Study
- Preparation of business process and gap analysis documents
- Preparation of FRD for implementation, FDD for development and customization process.
- Project Management (Scope, Time, Cost, Quality, Human Resource, Risk, Procurement, Communication)
- Problem solving ability in technical as well as functional
- Key client account management
- Outstanding and Service Contract follow up
- Independent branch office management
- Strong Management and Resource Allocation Skills.
- Punctual and disciplined ? Successfully managing of business unit
- Successful signoff of numerous small and medium size projects
- Positive feedback from superiors and customers
- Good and effective Oral and Written Communication skills.
- Prior Experience in a Leadership Role.
- Proactive, Energetic, Confident, Good Team Player & Keen learner

Skills

Primary Skills

- D365

Secondary Skills

- MS Dynamics AX 2012 (R2 & R3)

Other Skills

- Language : C#.Net, ASP.Net, VB.Net, VB 6.0.
- RDBMS : MS SQL Server 2005 and 2000.
- Application : MS Project, MS OFFICE, VISUAL FoxPro, Adrenalin HRMS Software, INTERNET CONCEPT, E-MAIL

Computer Knowledge:

- Completed Six Month course on .NET Programming and SQL 2000 at Integer, Bangalore.
- Completed Two Year HSM (Higher Diploma in information and System Management) in Software Engineering from NIIT, Ghatkopar – Mumbai.

Software Proficiency:

- Operating System : WINDOWS

Projects

Project - 1 - IT Industry (23 months)

Roles and Responsibilities:

- Clients System Process Study, GAP Analysis and Preparation of Process Mapping Documentation (FRD Document).
- Preparation of FDD document for GAP analysis document.
- Configuration of Microsoft Dynamic Navision Software as per the FRD document.
- Conducting Key User Training, Final Training, Conference Room Piloting or User Acceptance Test (CRP or UAT) and Go Live.

Project - 2 - IT Industry (17 months)

Roles and Responsibilities:

- Responding to RFP, Techno-commercial proposal with complete solution.
- Complete responsibility for Project delivery.
- On Time and On Budget Delivery for all the projects.
- Meeting the organization parameters on profitability, resource utilization, etc. at the same time ensuring customer satisfaction.
- Coach and mentor team members in methodology, consulting excellence and best practices in project planning, monitoring, control and governance Skills and Specifications.

Project - 3 - IT Industry (20 months)

Roles and Responsibilities:

- Owning and managing budgets and P&L for the practice.
- Preparing the business plan and the Go-to market strategy for the practice in conjunction with all the key stakeholders.
- Identifying new market opportunities, Manpower requirement planning, training and capability building to support growth within the practice.
- Developing account specific business development strategy (account mining) for new and existing accounts
- Reviewing & monitoring large accounts and interface with client team regularly for status reviews & support them for developing business case for new IT initiatives.
- Responding to RFP, Techno-commercial proposal with complete solution.
- Complete responsibility for Project delivery.
- On Time and On Budget Delivery for all the projects.
- Meeting the organization parameters on profitability, resource utilization, etc. at the same time ensuring customer satisfaction.
- Coach and mentor team members in methodology, consulting excellence and best practices in project

planning, monitoring, control and governance Skills and Specifications.

Project - 4 - **IT Industry (38 months)**

Roles and Responsibilities:

- Clients System Process Study, GAP Analysis and Preparation of Process Mapping Documentation (FRD Document).
- Preparation of FDD document for GAP analysis document.
- Configuration of Microsoft Dynamic Navision Software as per the FRD document.
- Conducting the various stages of Implementation like Process Mapping, Configuration, Key User Training, Final Training, Conference Room Piloting or User Acceptance Test (CRP or UAT) and Go Live.

Project - 5 - **IT Industry (20 months)**

Roles and Responsibilities:

- Project estimation and preparation of project proposal for incoming new projects or leads.
- Clients System Process Study, GAP Analysis and Preparation of Process Mapping Documentation (SRS Document).
- Configuration of Microsoft Dynamic Navision Software as per the SRS or FRD document.
- Managing the Navision team 10 members and tracking, validating and invoicing their monthly efforts against the timesheet.
- Planning and scheduling the various stages of Implementation like Process Mapping, Installation, Configuration, Training, Conference Room Piloting or User Acceptance Test (CRP or UAT) and Go Live.
- Conducting Weekly Project Status Meeting and preparing Weekly Project Status Report.
- Project planning of various tasks, milestones and deliverables in the project. Preparation and maintenance of QA related documents for the projects being executed.

Project - 6 - **IT Industry (22 months)**

Roles and Responsibilities:

- Clients System Process Study, GAP Analysis and Preparation of Process Mapping Documentation (SRS Document).
- Installation and Configuration of Microsoft Dynamic Navision Software.
- Managing the Implementation team 5 members - Reporting directly on day today basis.
- Planning and scheduling the various stages of Implementation like Process Mapping, Installation, Configuration, Training, Conference Room Piloting or User Acceptance Test (CRP or UAT) and Go Live.
- Conducting Weekly Project Status Meeting and preparing Weekly Project Status Report.
- Project planning of various tasks, milestones and deliverables in the project.

Project - 7 - **IT Industry (20 months)**

Roles and Responsibilities:

- Implementation of ERP, Excise, Accounting and Payroll Software's. Project management for individual projects under the main Delivery umbrella. Developing and Monitoring Project Schedules and Timelines to Identify and meet Critical Mile Stones. Managing multiple Projects with Competing Priorities.
- Managing the Project Timeline and Financials to Deliver in Time and Budget. Regular reporting to Clients through Standard Reporting Systems & Time Lines. Regular maintenance of Project artifacts – Plans, Designs, Minutes, Reports etc. Fostering of Motivating and Challenging Environment to facilitate creativity

and productivity within the team.

Project - 8 - IT Industry (10 months)

Roles and Responsibilities:

- Installation and Configuration like creation of sites in IIS as it is web based application, Creation of Pilot and Production Sites. Smooth Transition to Back Office Support team.
- Developing of various customized reports in SQL 2000 or 2005 thru Stored Procedures and Views. Checking & Applying of patches provided by developers for various issues, change requests and new releases in .NET and MS SQL environment. Managing the implementation of software application with development teams including setting priorities and making key hands on technical contributions.
- Coordinating Technical Resources working on the Project. Maintaining formal Change Management in every aspect of the Project.
- Configuration and Training to the various users like Department Manager, Group Managers, Project Managers, Project Leaders, Developers, HR Heads on various aspects of the application as per their role in the organization.
- Managing and Providing Technical Support and Services to the existing 25 clients in Southern Region. Attending to their Day Today Issues & Queries and Providing Solutions to these Issues. Conducting UAT on the Solutions provided by the Development Team.
- Manage Stake Holders Accounts like Communicating with Clients, Invoicing and Collections of AMC's, Fulfilling their New Licences Requirements, Analyzing and Estimating for their New Customizations, Analyzing and Estimating for their Change Requests for the Software. Representing the Software Development team in key customer contract touch points & growing accounts through positive customer retention & intervention.
- Negotiating SLAs, Contracts, Costs. Regular follow up on Deliveries & Performances. Prepare Contracts, negotiate Costs and follow up Costs, managing Contracts.
- Maintain adequate Customer Relationship for Deliveries.
- Conducting POC's for prospective clients for the Marketing Department. Advising Sales Executive of the impact of contract negotiations on services scope, service level credits, pricing, etc. Describing Impacts to Prospective Clients and Assist in developing win-win alternatives.
- Installation, Implementation and Training for this project management software for new clients across India.

Project - 9 - IT Industry (69 months)

Roles and Responsibilities:

- Implementation of ERP, Excise, Accounting and Payroll Software's. Project management for individual projects under the main Delivery umbrella. Developing and Monitoring Project Schedules and Timelines to Identify and meet Critical Mile Stones. Managing multiple Projects with Competing Priorities.
- Managing the Project Timeline and Financials to Deliver in Time and Budget. Regular reporting to Clients through Standard Reporting Systems & Time Lines. Regular maintenance of Project artifacts – Plans, Designs, Minutes, Reports etc. Fostering of Motivating and Challenging Environment to facilitate creativity and productivity within the team.
- Managing day today activities of Marketing Department of 5 Executives like lead & enquiry generation, Sales promotion activities, Scheduling of the software presentations, clarifying marketing executive's queries and guiding them in closing of the deals.
- Managing day to day activities of Technical Support Departments of 15 Executives. like registering the complaints of clients, scheduling the tech support visit to the clients place for the next day, providing the solutions and for queries and issues raised by clients to technical support executives.
- Managing day today Accounts & Administration Department activities.
- Lead Generation, Generating Sales & Revenue. Communicating clear goals to direct reportee's.
- Looking after the day today working of Branch and running the branch to its optimum level.
- Day to day reporting to Head Office of the working of Branch. Mentoring, Coaching and Developing Staff.

- Building up team for Support & Marketing and managing the team.
- Building up of client base and maintaining client relationship.
- Building up of Service Centre & Resellers for our Excise Product

Project - 10 - IT Industry (81 months)

Roles and Responsibilities:

- Training User on utilization of the Software to the maximum extent.
- Solving Customer Queries via Phone, Chat, Email or Walk-ins.
- Developing of add on modules like screens, reports, etc.
- Handling of Major Corporate Clients and implementing the software at their place.
- Explaining the customization part in the software to the development team and getting the work done and implementing at the client place.
- Managing team of 25 customer executives.
- Helping the Administrative department in retrieving the AMC.

Awards

- MB-300 Microsoft Dynamics 365: Core Finance and Operations
- MB-310 Microsoft Dynamics 365 Finance
- Successful Implementation MS Dynamics 365 at various Clients across UAE.
- Successful Implementation MS Dynamics NAV at various Clients across Mumbai and Dubai, UAE.
- Successful Implementation HRMS Software – Adrenalin from Polaris at various Clients across Mumbai. Environment - .NET & MS SQL.
- Successful Implementation Project Management Software – Whizible at various Clients across India. Environment - .NET & MS SQL.
- Successful Implementation of various Modules of USquare ERP systems like Finance, Supplier Chain Management, Client Relationship Management, Production Planning, Stores Inventory, Payroll System at various Clients Sites in India. Environment – Visual FoxPro, .NET & MS SQL.
- Successful Deployment of Sales and Distribution System at Elastrex Polymers Pvt. Ltd. Bangalore (Paragon Footwear) for their 20 distribution depots all over India and HO in Bangalore. Environment – Visual FoxPro, .NET & MS SQL.
- Successful Deployment of Material Management and Sales System at Featherlite Seating Systems, Bangalore for their purchase and sales department. Environment – Visual Foxpro.
- Successful Deployment of UDYOG ERP at Spraying Systems Pvt. Ltd. Bangalore for integrating all their departments. Modules deployed are Finance, SCM, CRM, Production Planning, Stores Inventory, HRM. Environment – Visual FoxPro, .NET & MS SQL.
- Successful Implementation of Central Excise Duty Application at various Clients Sites. Environment – Visual Foxpro.
- Establishing client base of 150 plus clients in Bangalore within 2 years time of establishment of Branch for various products of Udyog Software (I) Ltd.
- Successful Implementation of Accounting and Payroll Software at various Clients across India. Environment – Foxpro 2.6 & Foxpro for Windows.
- Successfully Developed Accounting, Inventory Control System, Production Planning System, Payroll System of a Paper Dealer using FoxPro. Environment – Foxpro 2.6.