

Project Management professional with over 9 years of proven success in leading complex IT and cybersecurity projects, excelling in strategic client engagement and enterprise solution delivery. Expertise in driving industry partnerships, and developing thought leadership in cybersecurity solutions. Adept at leveraging AI automation for operational excellence, managing high-value projects with stringent financial governance, and cultivating strategic alliances to achieve significant organizational growth and market expansion.

Professional Summary

- Senior professional leading enterprise cybersecurity initiatives and fostering trusted advisor relationships, delivering thought leadership for global clients including Palo Alto Networks.
- Successfully delivered 140+ high-value projects (up to \$700K), achieving 95%+ revenue forecast accuracy and 100% SLA-compliant closures, consistently exceeding client expectations.
- Leveraged AI-driven tools (Google Notebook LLM, Glean, Gemini, Claude) to optimize project administration, cutting manual effort by 30% and driving strategic impact in project operations.
- Implemented proactive risk, issue, and change control processes, reducing resolution time by 35% and improving project predictability across complex enterprise programs.
- Directed cross-functional teams of up to 12 consultants and coordinated diverse client business units, ensuring alignment, compliance, and seamless execution.
- Managed a Cloud ERP project on time and within budget, establishing structured project governance, financial controls, and robust stakeholder reporting.
- Demonstrated success in presales and consulting, translating industry challenges and technical requirements into concrete service offerings with deep comprehension of security technology markets.

Career Timeline

May 2024 - Present	Project Manager Infinity Labs Pvt. Ltd.
Jan 2018 - Mar 2024	Associate Project Manager (Multiple Roles) Tata Consultancy Services (TCS)
Sep 2016 - Oct 2017	Account Manager Encore Capital

Work Experience

May 2024 - Present	Project Manager Infinity Labs Pvt. Ltd. (Bengaluru, India)
Project Manager from May 2024 – Present	
- Orchestrated end-to-end delivery of 140+ enterprise cybersecurity projects, leveraging AI-driven tools including Google Notebook LLM and Glean to significantly enhance operational efficiency and project outcomes. - Managed comprehensive digital transformation lifecycles for critical cybersecurity initiatives, including financial forecasts and operational governance, utilizing Clarizen, Salesforce, Gemini, Asana, and Smartsheet for seamless cross-functional execution.	

Soft Skills

- Client Partnership
- Strategic Vision
- Stakeholder Engagement
- Team Leadership
- Analytical Acumen

Technical Skills

AI Automation & Integration	
Agile Methodologies (Scrum/Kanban)	
Project Governance & Financials	
Risk & Change Control Management	
Salesforce (SFDC)	
Clarizen	
Smartsheet	

Core Competencies

- Strategic Business Development
- Stakeholder Engagement & Networking
- Financial Governance & Revenue Forecasting
- Process Optimization & AI Automation
- Risk & Compliance Management
- Market & Industry Analysis

Certifications

- Project Management Professional (PMP)® (PMI - 2024)
- Professional Scrum Master™ I (PSM I)™ (Scrum.org - 2024)
- Project Management Certificate (Google)

Education

- Bachelors in Commerce (B. Com.)
University of Delhi
2015

Hobbies

- Tech Innovation
- Strategic Gaming

- Directed cross-functional teams of up to 12 consultants, ensuring optimal resource allocation, balanced workloads, and strict adherence to operational compliance, thereby enhancing team productivity and collaboration.
- Established and implemented proactive risk, issue, and change control processes to mitigate potential delays and financial impacts, substantially improving project predictability and stability.
- Advised strategic clients, including Palo Alto Networks, on AI-led initiatives by presenting global knowledge sessions, optimizing complex deployment workflows, and establishing thought leadership in project operations.

Achievements:

- Achieved 95%+ revenue forecast accuracy and 100% SLA-compliant closures across 140+ high-value projects (up to \$700K), consistently exceeding client expectations and financial targets.
- Reduced resolution time for project issues by 35% through the strategic implementation of proactive risk and change control processes, directly improving overall project predictability.
- Streamlined project administration, status reporting, and documentation by leveraging AI-driven tools, resulting in a 30% reduction in manual effort and enhanced project transparency.

Jan 2018 - Mar 2024

Associate Project Manager (Multiple Roles) Tata Consultancy Services (TCS)

Associate Project Manager (Multiple Roles) from Jan 2018 – Mar 2024

- Directed multiple roles across a dynamic growth path, including Account Receivable Lead, PMO Specialist, Scrum Master, and Associate Project Manager, reflecting broad expertise in project and program management.
- Orchestrated the successful implementation of a Cloud ERP project, leading cross-functional teams of consultants, IT resources, and client business units to achieve strategic alignment and seamless integration.
- Managed comprehensive project lifecycles, incorporating robust risk mitigation strategies, meticulous milestone tracking, and efficient resource allocation, ensuring on-time and within-budget delivery.
- Implemented structured project governance, stringent financial controls, and regular, transparent stakeholder reporting, thereby empowering informed executive decision-making and enhancing overall project transparency.
- Facilitated critical project phases including User Acceptance Testing (UAT), comprehensive end-user training, and meticulous cutover planning, ensuring smooth go-live transitions with minimal operational disruption.

Achievements:

- Optimized post-go-live processes through workflow enhancements and system-driven automation, achieving a measurable 15% reduction in operational processing time.
- Recognized consistently as an "Outstanding Performer" (Monthly & Quarterly) at TCS for exceptional contributions and exceeding project goals.
- Awarded the "Extra Mile Award" at TCS for demonstrating exceptional initiative and commitment beyond standard responsibilities to achieve project success.
- Earned the "Strategic Thinking & Innovation Award" at TCS for developing and implementing innovative solutions that enhanced project outcomes and organizational capabilities.

Sep 2016 - Oct 2017

Account Manager Encore Capital

Account Manager from Sep 2016 – Oct 2017

- Administered financial portfolios for two distinct client teams, overseeing comprehensive account reconciliations, detailed financial reporting, and efficient collections management.
- Fostered collaborative relationships with internal departments and external clients to proactively identify and resolve financial discrepancies, ensuring clear communication and alignment.
- Provided consistent oversight for critical financial operations, ensuring stringent accuracy, timeliness, and efficiency across all managed processes.

Achievements:

Achievements

- Awarded "Outstanding Performer" (Monthly & Quarterly) at TCS, consistently recognized for exceptional performance across complex projects.
- Honored with the "Extra Mile Award" at TCS, acknowledging proactive contributions beyond assigned scope to drive critical project success.
- Received the "Strategic Thinking & Innovation Award" at TCS for delivering innovative solutions and strategic insights that significantly enhanced project outcomes.
- Recognized as "Reconciliation Champion" at TCS for excellence in financial reconciliation, ensuring accurate and seamless reporting.
- Presented global knowledge sessions and managed AI-led initiatives for clients like Palo Alto Networks, establishing thought leadership and demonstrating strategic impact through AI in project operations.

- Streamlined reporting processes through the introduction of standardized templates and automated checks, significantly reducing turnaround times and minimizing recurring errors.
- Enhanced client satisfaction and measurably improved overall portfolio performance by addressing financial concerns proactively and effectively.

Projects

DSO Reduction (Lean Six Sigma)

- Implemented a Lean Six Sigma framework to strategically optimize financial operations, with a focus on Days Sales Outstanding (DSO) efficiency.
- Utilized the DMAIC (Define, Measure, Analyze, Improve, Control) methodology to systematically identify and streamline core financial processes, enhancing overall operational efficacy.
- Achieved a significant reduction in Days Sales Outstanding from 48 to 42 days, directly contributing to \$16M in financial savings.
- Enhanced financial efficiency and established robust process controls through data-driven improvements in collection workflows.

Google Capstone Project

- Applied comprehensive, end-to-end project management principles and methodologies within a simulated real-world business scenario.
- Demonstrated practical proficiency in strategic project planning, meticulous execution, and dynamic stakeholder management techniques.
- Successfully navigated project constraints and optimized processes to achieve defined objectives, showcasing effective problem-solving and decision-making capabilities.