

CIO - VP / DIRECTOR OF BUSINESS INTELLIGENCE & ANALYTICS

Global Enterprise Solutions / Digital Analytics / Systems Integration / Strategic Roadmaps / R&D / Change Management / Business Intelligence / IT / IoT / Big Data / SAP / Oracle / Hyperion / SDLC / AI / Budgets / Data Warehousing / Hadoop / ERP / Data Science / C-Level Decision Support / EIM / PaaS / SaaS / Agile / SCRUM / Waterfall / R&D / Cloud / Release Management / Best Practices / Application Development / Capital Projects / Project & Program Management / Vendor Relations / FP&A / Data Science / Infrastructure / Offshoring / Outsourcing / Dashboards & Scorecards

A versatile and sought-after IT and systems executive, I have a proven record maximizing the quality, accessibility, functionality, accuracy and utility of data and analytics. I have spearheaded development and implementation of advanced enterprise solutions for companies in a wide range of industries that includes transportation, systems integration, management consulting, telecommunications, systems integration, oil & gas, consumer products, cosmetics and retail.

Working with organizations such as **Kansas City Southern Railway, Citrix Systems, Beam Suntory, ConocoPhillips, L'Oreal** and **Deloitte & Touche**, I have directed multidisciplinary teams in vast array of successful technology, systems, applications and business process improvement projects and programs.

My efforts have consistently exceeded expectations, enabling organizations to gather, manage, analyze and leverage digital information to more effectively manage their businesses, reduce costs, boost efficiency, improve productivity and generate value.

At your organization, I could make an immediate strong impact by:

- ☐ **Devising & executing nimble strategic change management roadmaps**
- ☐ **Exploiting disruptive systems solutions to drive efficiency & rein in costs**
- ☐ **Harnessing data-driven analytics to guide agile business tactics & strategy**
- ☐ **Leveraging emerging technologies to propel productivity & profitability gains**
- ☐ **Planning & delivering complex projects within tight time & budget constraints**
- ☐ **Assembling, mentoring & motivating high performance multidisciplinary teams**
- ☐ **Fostering continuous improvement, nonstop innovation & organizational excellence**
- ☐ **Transforming IT & IS from cost centers into revenue, value & profit generating engines**

Others have described me as an innovator, natural leader, astute analyst, visionary technology strategist, inspiring motivator and intuitive problem solver. Leading by example, I balance empowerment and accountability to drive organizations to achieve exceptional results. I thrive in fast-paced high-pressure environments.

My credentials include an **MBA from University of Florida**, a **BS degree in Computer Engineering from the University of Mumbai** and **PMP Certification from PMI**, as well as extensive technical and professional development training and several certifications in several SAP and Oracle.

Having worked around the world and traveled on six continents, I am comfortable in multicultural environments. I am fluent in English, Hindi and Bengali; read French and am learning German.

CAREER HISTORY & SELECTED HIGHLIGHTS

VP of Digital Business & Analytics Kansas City Southern Railway (KCSR), 2018-Present. Recruited to develop and implement a five-year strategic digital business roadmap. Currently directing data science, IoT and enterprise information management improvement programs. Implementing cognitive, AI and other embedded technologies to improve the customer experience. Expanding use of EIM (Enterprise Information Management) strategies with foreign subsidiaries in Mexico and the Panama Canal region. Manage teams comprising 100+ multidisciplinary professionals and combined operating and capital budgets to \$20M+. Promoted from previous role as **Sr. Director of Business Analytics, 2015-2018.** Notable achievements include:

Created a strategic digital roadmap. To maintain its competitiveness and profitability, KCSR needed a new direction to exploit rapidly evolving digital technologies. Planned and directed a four-year \$85M strategic initiative to implement digital platforms, products and professional expertise. Strengthened training for existing personnel and recruited new talent. Developed scalable new digital systems, including sustainable customer-facing services such as self-service online capabilities. The program is projected to deliver a 15% net ROI.

Streamlined reporting & analytics, saving \$500K annually. KCSR failed to fully exploit the capabilities of its high-powered data, reporting and analytic platforms. Formulated and won support for a cohesive new streamlined reporting model across all departments. Strengthened integration of IBM Cognos, SAP Business Objects and Oracle Hyperion Essbase. Consolidated three disparate reporting platforms into a single unified tool. Significantly reduced licensing and support costs, contributing to a 5 bps YoY increase in EBITDA.

Directed a data-driven business transformation. Much of 100+-year-old KCSR's IT, systems and business processes were mired in antiquated models. Brought in to modernize the company's data and analytics, recruited and trained multidisciplinary talent to assemble a potent analytics team. Radically improved the organization's ability to acquire, mine and analyze business data ranging from logistics to trackside IoT sensor information. Transformed KCSR from a 20th century model to a state-of-the-art 21st century paradigm, exploiting emerging disruptive technologies.

Productized data, creating a potential \$1M annual revenue stream. Saw an untapped opportunity for KCSR to commoditize a wide variety of online data assets. Developed and implemented a plan to commercialize and package trip/shipment GPS, yard capacity, trackside IoT sensor and other data for sale to Class I railway inter-operators and data brokers such as Umler and Railinc. Transformed internal data from a cost center into a profitable revenue generator.

Exploited IoT data to cut compliance costs. Recognized an opportunity for KCSR to obtain Federal Rail Authority (FRA) waivers on mandated coal car maintenance and safety protocols. Developed business case utilizing track and onboard sensors to obtain required data related to wheel impact, wheel bearing temperature and other key metrics. Pending final FRA approval, KCSR expects to extend maintenance intervals on certain corridors by 5,000 miles.

Director of Business Intelligence, Citrix Systems, 2013-2015. Recruited to manage and improve data and analytics delivery across all business units. Reengineered analytic capabilities of the firm's core product line. Directed day-to-day ERP ecosystem support operations and led major IT, process and systems improvement initiatives. Managed budgets to \$42M and staff to 50+. Key accomplishments include:

Reengineered global support, saving \$50M & boosting productivity. Data/analytics support at Citrix was inefficient and costly. Devised a two-year business, IT and product engineering transformation roadmap. Revamped systems and processes. Realigned resources around the world, eliminating unnecessary support center redundancies and reallocating or trimming headcount. Slashed operating costs by tens of millions while increasing productivity by 120% and improving customer support sat scores by three points.

Sr. Manager of FP&A Systems, Beam Suntory (formerly Beam Global), 2011-2013. Directed financial planning, budgeting and analytics operations and systems support all of the firm's global brand teams. Managed FP&A systems upgrades and capital improvement projects. Developed application roadmaps for brand accounting. Managed teams to 10 and budgets to \$9M. Contributions include:

Improved planning with an SAP solution. The complexity of Beam Suntory's widely dispersed global portfolio of systems, applications and tools slowed planning and budgeting. Developed a bottom-up planning process for all brands and business units around the world. Implemented an SAP Business Planning Consolidation solution to support the new process. Strengthened risk management and accelerated long-range planning cycles by 50% and budgeting processes by 25%. At the same time, provided a reliable enterprise-wide planning platform with 99.999% uptime.

SAP Applications Manager, Alliance One International, 2010-2011. Managed corporate reporting applications and support, including offshore teams. Directed a global SAP ERP implementation. Managed budgets to \$11M. Achievements include:

Accelerated a global SAP implementation, saving \$12M+. Recruited to help guide a planned SAP rollout project at Alliance One that lacked an efficient delivery and operating model. Collaborating closely with the project steering committee and top executives, restructured the project plan and support methodology. To rein in costs, shifted to an 80/20 offshore-on-site support model led by a core delivery team. While speeding completion, captured \$10M+ in project cost savings and \$2M in infrastructure capital savings.

Business Intelligence & Reporting Consultant, DVR Softek, Inc., 2006-2010. Directed data, analytics and reporting solutions engagements with high profile clients, including ConocoPhillips and L'Oreal. Managed teams to 30. Accomplishments include:

Improved productivity 65% with data warehousing. DVR client L'Oreal needed a data warehousing solution capable of managing enormous volume and heavy reporting demand for its logistics and distribution center operations. Designed a highly scalable multi-node, massively parallel architecture on a Teradata platform. Concurrently implemented self-service report generation tool. Cut average batch report generation time from nine hours to less than three hours while freeing up data center staff for other more valuable tasks.

Slashed supply chain costs by hundreds of millions at a Fortune 50. ConocoPhillips engaged DVR to help reduce its \$1B+ annual procurement expenditure. Designed a global spend data warehouse. Utilizing advanced analytics, enabled 360-degree drill downs on a multitude of key metrics, including inventory cycles and classifications, vendor data and risk mitigation. Completed the project on time and under budget. Beat Conoco's cost cutting target by 30%, achieving a 2.6% cost reduction first year.

Earlier: Business Intelligence Analyst Deloitte & Touche; Data Warehouse Developer, Larsen & Toubro Infotech; SAP Business Process Consultant, Freescale Semiconductors; and SAP Consultant, Gillette Corp. (now part of Procter & Gamble).

TECHNOLOGY TOOLBOX

Well versed in a wide variety of operating systems, enterprise solutions, applications and methodologies. Notable systems and technologies include: SAP Analytics, ISU, BO, EIM, BPC, EPM, HANA and SLT; Hadoop; Machine Learning; SQL; SAS; Microsoft Sharepoint, SQL, Azure, Parallel Data Warehouse, BI (SSAS, SSRS, SSIS); Tableau; Hyperion Essbase; IBM Cognos; Salesforce; ARIBA; Successfactors; Olikview; Datastage; Crystal Enterprise; Xcelsius Dashboard; and Informatica among others.

EDUCATION / TRAINING / CREDENTIALS

Bachelor of Science degree in Computer Engineering from the University of Mumbai.

Currently completing an MBA from the University of Florida and PMP Certification from the Project Management Institute (PMI), both expected in Spring of 2018.

Other credentials include: *SAP Certified NetWeaver / Business Intelligence Consultant (BW 7.0)*; *Oracle BI Foundation Suite 11g Certified Implementation Specialist*; *SAP Certified BO 3.x Application Associate*; *SAP HANA Certified Application Professional*; and coursework/certifications from Coursera in *Hadoop, R Programming, Data Scientists' Toolbox* and *Introduction to Big Data*.

Additional training includes: Hadoop Platform and Application Framework and Introduction to Big Data at UC San Diego; R Programming and The Data Scientist's Toolbox, John Hopkins University.

PERSONAL INFORMATION

Married with two children. I am active in several charitable, social service and civic organizations. In my spare time, I enjoy family and playing tennis.