

RAJAT SAGAR JAIN

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Professional Summary

With over 12 years of diverse engineering and management experience, I am a Senior Project Manager and SCRUM Master at Spotflock, a prominent AI and data analytics company. In my current role, I excel in project management, ensuring quality, efficiency, and alignment with business objectives and customer requirements. My extensive background includes seven and a half years at Panasonic India, where I led and coordinated product development and project management teams.

I bring a strong analytical mindset, cross-functional expertise, and certifications in productivity and well-being. I aim to leverage my skills and experience to deliver innovative solutions, solve real-world challenges, and create value for stakeholders. I thrive on learning new technologies, collaborating with diverse teams, and contributing to organizational growth and success.

Experience

Senior Project Manager Spotflock Technologies

09/2021 to Current
Delhi, India

As an accomplished Project Manager with extensive expertise in Software Development Life Cycle (SDLC), I bring a proven track record of successfully leading and delivering complex projects. With the ability to manage diverse teams of up to 15 professionals, Experienced in managing projects related to AI/ML, Mobile apps, Web apps, and Dashboard. My qualifications also include certification as a SCRUM Master, demonstrating my commitment to agile methodologies and project management excellence.

Roles and Responsibilities:

- Proficiently led SCRUM ceremonies, ensuring efficient sprint planning, daily stand-ups, sprint reviews, and retrospectives.
- Facilitated open communication within cross-functional SCRUM teams, fostering collaboration and alignment with project objectives.
- Maintained and prioritized product backlogs, meticulously aligning them with project goals and client requirements.
- Expertly crafted user stories, defined acceptance criteria, and provided accurate estimations of story points.
- Played a pivotal role in optimizing team productivity through effective SCRUM practices.
- Reviewed performance against targets, appropriately identifying and managing risks and opportunities.
- Managed client expectations with professional, considered approach to projects.
- Built collaborative working relationships with project teams.
- Led and motivated project team to meet and exceed project KPIs.
- Identified future capacity and capability needs for successful project planning.
- Oversaw daily operations over 5 customer accounts.
- Applied expertise in project management methodologies to keep teams aligned through collaborative approaches.
- Communicated progress updates to various stakeholders to secure further funding for project activities.

Project Manager Panasonic India Pvt. Ltd

05/2018 to 09/2021
Gurugram

Project Manager with a diverse portfolio that includes managing IT Projects , Energy Storage Projects. My career has been marked by significant accomplishments, such as overseeing the development and implementation of a Sales app for energy storage solutions. What sets me apart is my direct reporting line to the CEO of the ISAMEA region, where I serve as a culture innovator under the vibrant Panasonic umbrella. This role has allowed me to contribute to a culture of innovation and excellence within the organization, leading to my recognition as the first-place winner for one quarter and as a runner-up in a highly competitive final.

- Oversaw the development of a Sales app for energy storage solutions, streamlining sales processes and enhancing efficiency.
- Led the Lithium-ion battery project, overseeing ESS installations across various sectors and conducting electrical load audits.
- Served as a culture innovator under the vibrant Panasonic umbrella, fostering a culture of innovation, collaboration, and excellence within the organization.
- Recognized as the first-place winner for one quarter and as a runner-up in a highly competitive final.
- Delivered presentations and briefings to senior teams and incorporated changes into project workflows.
- Led and motivated project team to meet and exceed project KPIs.

- Reviewed performance against targets, appropriately identifying and managing risks and opportunities.
- Identified future capacity and capability needs for successful project planning.
- Applied expertise in project management methodologies to keep teams aligned through collaborative approaches.

**Product Development Manager
Panasonic India Pvt. Ltd**

**05/2015 to 05/2018
Gurugram**

As a product manager, I played a pivotal role in creating the solar lantern and ensuring it met Japanese standards through rigorous testing. Furthermore, I efficiently managed product pipelines, from inception to delivery, while prioritizing customer satisfaction and service excellence. My career has been marked by significant accomplishments one of them is successfully delivering 10,000 Solar lanterns as a Product Manager in a UN project.

- Conducted comprehensive market research to identify emerging trends, customer preferences, and competitive landscapes in the solar product industry.
- Analyzed market data to inform strategic product development decisions and capitalize on market opportunities.
- Successfully sourced and established partnerships with OEM manufacturers, negotiating agreements to optimize product costs, quality, and delivery schedules.
- Implemented effective vendor management practices, ensuring consistent product supply, quality control, and cost-effectiveness.
- Led the development of a diverse range of solar products, including solar lanterns and solar home systems, aligning with sustainability goals and market demands.
- Managed the entire product development lifecycle, from concept and design to prototyping and manufacturing.
- Oversaw rigorous product testing procedures to ensure compliance with stringent Japanese standards for quality, safety, and performance.
- Implemented quality control measures to deliver reliable and durable solar solutions to customers.
- Received recognition from the United Nations (UN) for successfully delivering 10,000 solar products to Nigeria, contributing to sustainable energy access in the region.
- Applied in-depth knowledge of the product lifecycle, from ideation and concept development to market launch and post-launch support.
- Coordinated cross-functional teams to ensure seamless product development processes and timely market introductions.
- Managed various projects related to solar product development, gaining expertise in project lifecycles, resource allocation, and milestone tracking.
- Collaborated with project teams to meet project objectives, deadlines, and budgets effectively.
- Utilized strategic thinking to align product development initiatives with long-term corporate goals and sustainability objectives.
- Collaborated closely with engineering, design, manufacturing, and marketing teams to facilitate cross-functional teamwork and innovation.
- Maintained open and transparent communication with internal and external stakeholders, including OEM partners, suppliers, and customers.
- Presented product development updates, strategies, and achievements to senior leadership and stakeholders.
- Demonstrated a commitment to excellence and continuous improvement in product design, quality, and performance.
- Continuously sought opportunities for innovation and optimization in solar product offerings.

Sr. RF Optimizer

01/2010 to 03/2012

GTL (Global Innovsource Pvt. Ltd)

- Conducted network optimization activities to enhance the performance and quality of 2G networks for telecom providers, ensuring optimal coverage and capacity.
- Technical Leadership: Provide technical leadership and guidance to junior engineers, sharing best practices and helping them grow.
- Performed RF testing and measurements to assess network performance, identify issues, and troubleshoot problems related to signal quality, coverage gaps, and interference.
- Utilized RF optimization and monitoring tools to proactively identify and rectify network issues, improving network reliability and performance.
- Maintained accurate records, documentation, and reports of network performance, optimization activities, and issue resolutions.
- Presented performance reports and recommendations to management and stakeholders.
- Implemented interference mitigation techniques to reduce interference sources and maintain network quality.

- Conducted network audits, recommending improvements to security measures where vulnerabilities occurred.
- Completed and submitted technical documentation.

Radio Frequency Engineer

11/2008 to 01/2010

Aditya Telecom Solutions

- Conducted drive tests and benchmarking exercises to evaluate network KPIs (Key Performance Indicators) and identify areas for improvement.
- Analyzed drive test data to assess network coverage, call quality, and data throughput.
- Drive Test for SCFT, Comparative Drive test with competitors and Responsible of GPRS Comparative Drive test.
- Managed vendor relationships, monitored equipment performance, and coordinated equipment upgrades and maintenance.
- Utilized RF optimization and monitoring tools to proactively identify and rectify network issues, improving network reliability and performance.
- Collaborated with cross-functional teams, including network planning, operations, and maintenance, to address network-related challenges and achieve network objectives.
- Conducted network optimization activities to enhance the performance and quality of 2G networks for telecom providers, ensuring optimal coverage and capacity.
- Allocated resources to manage planning and operations throughout testing cycle.
- Performed troubleshooting and resolution to address customer feedback, performance and quality.
- Worked closely with stakeholders and partners on defect and issue resolution to meet timescales.

Core Qualifications

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| • Agile Project Management | • Problem Solving |
| • Sprint Planning and Execution | • Analytical Skills |
| • Team Facilitation and Leadership | • Stakeholder relationship management |
| • Agile Tools (JIRA, Trello, etc.) | • Project deadline management |
| • Stakeholder Management | • Project development and lifecycle |
| • Conflict Resolution | • Microsoft Office Suite expert |
| • Vendor Management | • SDLC Methodologies |
| • Communication and Collaboration | |

Education

Bachelor of Engineering: Electronics and Communication

Swami Vivekananda College of Engineering

- GPA - 70

2008

Indore, MP

Diploma: Electronics and Communication

Shri Bahubali Polytechnic

GPA: 55

2004

Hassan, KA

10th: Advance Mathematics

T.M.B.S, High School ,BSEB

GPA: 60

2001

Arrah, BR

Languages

English, Hindi: First Language

Certifications

- SCRUM Master from SCRUM Allaince