

VIVEK KUMAR

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EDUCATION

-INDIAN INSTITUTE OF MANAGEMENT (IIM) UDAIPUR, Master of Business Administration
May 2020
Concentrations: Strategy, Marketing & Analytics

-IGNOU, New Delhi Bachelor of Computer Applications
Aug 2012

ACHIEVEMENTS

-Applause Award, Deloitte (2023)
Excellence Reward for performance and Contribution

-Winner, Speech Competition (2020)
Secured first position in Speech Competition organized by Toastmasters Club of IIM Udaipur

-Batch Top Performer (2012)
Among the top 43 merited list of students in the graduation batch of 12,433 students in India

CERTIFICATIONS

-Scrum Fundamentals Certified
SCRUMstudy - Global Accreditation body for Scrum and Agile

-Data Analytics & Machine Learning
Accounting Analytics, Marketing Analytics, People Analytics, Operations Analytics in Coursera by Wharton University

SKILLS

-Technical Skills
Project Planning, Budgeting, Tracking & Monitoring, JIRA, Confluence, Azure DevOps, SAP Hybris, Python, MS-Office, Tableau, SQL

-Soft Skills
Oral & Written Communication, Problem Solving, Stakeholder Management, Team Management, Change Management

PROFESSIONAL EXPERIENCE

DELOITTE CONSULTING - Consultant *June 2021 - Present*
Digital Transformation of Project Execution

- Drove project delivery proactively by balancing planning, scope, schedule, budget, commitments, communications and risks
- Collaborated with cross functional teams of 8 in 3 locations (US, India, & Europe) for ensuring backlog identification and delivery for quarterly releases, and giving weekly status report to the governance team
- Tracked the development of new platform for project estimation and delivery, ensuring timely and successful delivery of project milestones
- Increased Adoption of the project by reaching out to pre-sales teams leading to increase in annual budget to 1.1 million dollars

Process Improvement for Deloitte

- Communicated project updates, milestones, key insights to stakeholders and tracked feedback from users to increase adoption by 15%
- Tracked multiple automation plans by engaging with project stakeholders for 15 released assets & 10 planned for release assets

AAKASH BYJU's - Deputy Branch Head *Sep 2020 - Mar 2021*

- Managed profit and loss of flagship center of the state with 1k students, while heading 8-member team in Sales & Operations
- Conducted research and competitive analysis for sales pitch with strategizing a budget of 1.8 Lakhs for ATL and BTL activities
- Mentored the team to reach out to drop out students and pitch for readmission leading to 5% increase in monthly enrolment

COAL INDIA LIMITED - Administrator *Apr 2015 - Jun 2018*

- Monitored the E-tendering process of a budget of 1Cr, from documenting RFP to selection of bidders & issuance of Work Order
- Handled RTI-05 matters, Contract Labor Cases, Human Rights matters with the lawyer of the company for the case closure
- Maintained the best response time throughout Area Units in the PF and Pension settlements as compared to past five years

INTERNSHIP

HDFC Bank - Management Intern *Apr 2019 - May 2019*

- Received only Pre-Placement Offer for quality of work delivered during the Summer Internship among 13 selected candidates
- Recommended solutions by identifying the factors affecting digital transactions through Factor Analysis in R programming

LEADERSHIP EXPERIENCE

Polling Officer, Jharkhand Constituency

- Managed the Control Unit of VVPAT along with ballot papers submitted by voters and ensured communication with Central Unit

Core Member, IIM Udaipur Club

- Planned & Conducted Cleanliness Drive, Plant Adoption, Paricharcha, Movie Screening, Cloth & Blood Donation as major events