Kalyan Ram Kotte

linkedin.com/in/kalyanramkotte | (206) 825 3294 | kalyan.kotte@tamu.edu

EDUCATION

Texas A&M University, Mays Business School   College Station, Texas
Master of Business Administration   December 2023

Osmania University   Hyderabad, India
Bachelor of Engineering in Mechanical Engineering   June 2012

EXPERIENCE

HCL America, Inc.   Texas(Hybrid)
Global Engagement Management Summer Intern   Jun 2023 - August 2023
- Conducted market/competitor analysis of tech investments amounting to $280B and digital transformation impacts on corporate functions within the US Financial Services Industry, including CFO, CHRO, legal, risk and regulatory compliance
- Collaborated with the Vice President of Financial Services to create a strategy to optimize and streamline corporate functions for a key financial services client valued at $36B. This strategy accounted for both the performance of the client and the digital approaches employed by their industry rivals

Infostretch Corporation Pvt Ltd   Pune, India
Lead - Delivery Operations, India Delivery Portfolio   May 2021 - April 2022
- Created a Project Management Office (PMO) that seamlessly integrated sales, finance, delivery, and staffing, instituting governance forums & KPIs to elevate cross-functional coordination across all facets & achieve operational compliance exceeding 95%
- Devised & executed cost reduction strategies, including skill-based staff rotation to minimize bench costs & streamlined onboarding for decreased onboarding expenses, culminating in a monthly margin improvement of 3.5%
- Analyzed 3 years of recruitment data, assessing recruiter KPIs such as productivity, time to offer/hire, & interview to offer/hire etc. Proposed improvements like skill-focused recruitment divisions, leading to improved candidate quality & a remarkable increase in hiring volume from 40 to 130 hires per month – a 300% growth

Accenture Solutions Pvt Ltd   Hyderabad, India
Team Lead, Project Control Services   November 2015 - May 2021
- Fostered a robust client-vendor relationship through adept stakeholder management with global clientele, leading to an expanded role from overseeing 11 projects in 2020 to 25 projects in 2021 based on demonstrated success and efficacy
- Secured Quality Assurance signoff for 16 projects within timelines in liaison with technical PMs. Achieved this by overseeing delivery progress and ensuring the readiness of project artifacts through regular daily and weekly governance forums.
- Attained a 100% QA score on all projects, a significant milestone & the first for an offshore-led team to achieve such excellence.
- Executed application outsourcing transition with a team of 15 by consolidating services of 3 vendors for 400 apps by combining process migration with IT implementation to provide IT & operational advantages to client
- Averted penalty of $200K by foreseeing & fixing conflicting schedules using wave wise transition plans
- Spearheaded Global PMO team of 15 for 600 FTE across locations by supervising operations across Finance, Dem&, Staffing, Automation & Service Management for a client contributing to $40M revenue annually
- Offshored scope of opportunity management in its entirety, resulting in a cost saving of $300K annually
- Employed RPA to develop and implement automated solutions such as auto monitoring tools on SAP, invoice reconciliation reports, forecast updates, and Salesforce pipeline cleanup etc. resulting in savings worth 600 hours & $110K per year

Capgemini India Pvt Ltd   Hyderabad, India
Associate Consultant, Program Management Office   August 2012 - October 2015
- Revitalized a new PMO by overseeing finance, contracts, & resource management for 2 banking units; introduced Excel tools, ensuring smooth & efficient operations for projects yielding $10M annual revenue
- Managed financials, revenue/cost forecasts, contract changes, risk assessment for project delays, & collaborated on mitigation with delivery services, while also coordinating project staffing & supplies from staffing pool
- Established streamlined procedures for time logging, ensuring 100% compliance & accountability of PMs & Delivery Leads to prevent revenue leakage. Employed time tracking mechanisms, assessed resource billability & utilization, & implemented strategies to maintain levels above 95%, safeguarding against dollar losses from underutilization

Achievements: 1st place in Finance Consulting Project presentation, Oct'22. 2nd place in FTI Consulting competition, Aug'22

SKILLS, ACTIVITIES & INTERESTS

Certifications & Training: Scrum Trained Professional, Agile Methodology Certified
Awards: Accenture Operational Excellence 2016, 2017, 2018, Capgemini India Star Performer 2014, 2015
Skills: Financial Modeling, Corporate Finance, Program & Project Management, Tableau, R, Data Analytics, Scrum & Agile Methodologies, Accounting, Strategy & Team Leadership, MS Office, Stakeholder Management, Automation, Transformation.
Interests: Avid traveler with interests in history, people, culture & food, passion for cooking