

RAJAT KUMAR

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Dublin, Ireland

PROFESSIONAL SUMMARY

Strategic technology leader with a proven record of 8+ years in driving transformative projects and optimizing business operations across diverse industries. Leveraging extensive experience in tech strategy consulting, engineering, and software development, I specialize in envisioning and executing initiatives that propel growth, enhance efficiency, and deliver tangible results. Skilled in stakeholder and project management, data-driven analytics, software architecture and tech scoping.

EDUCATION

IE BUSINESS SCHOOL

MADRID, SPAIN

International MBA – Master's in Business Administration

JAN 2022 – Dec 2022

- Recipient of Science & Innovation Scholarship.
- Campus Ambassador and Careers Representative

INDRAPRASTHA UNIVERSITY

NEW DELHI, INDIA

Bachelor of Technology, Computer Science & Engineering

AUG 2011 – JUN 2015

- Founding member and Secretary, Computer Society of India – Student Chapter.
- Paper on Evolution of Ubiquitous Computing – ISBN No. 978-93-83083-54-1.

PROFESSIONAL EXPERIENCE

Zill Consulting (TECH STRATEGY CONSULTING)

DUBLIN, IRELAND

Senior Technology Consultant – XM Engagement Manager

JAN 2023 – PRESENT

- Spearheaded 16+ projects for 9 clients as a senior consultant, working from pre-sales to design and post-implementation customer success packages. Area of work: Design and develop experience management (XM) programmes for enterprises.
- Managed 6 streams as a Business Manager for a leading travel company, driving business development initiatives and identifying new opportunities for growth. Drove annual revenue from engagement by 120% with upsells and new projects.
- Orchestrated pre-sales efforts and collaborated with technology partners to craft compelling RFPs for large-scale proposals, resulting in increased win rates and revenue generation.

SOCIÉTÉ GÉNÉRALE (INVESTMENT BANK, \$24BN)

BANGALORE, INDIA

Engineering Consultant – Specialist Software Engineer

JUL 2019 – NOV 2021

- Consulted Finance teams in London and Singapore, Hong Kong, and Australia regions on engineering solutions.
- Led a cross-functional team of 6 to digitally transform regulation compliance for the Client Assets team – decreased turnaround time by 39% and reporting errors by 15%, as the head of cross-asset regulations product.
- Reduced annual billing cost by €38k (28%) by developing roadmap and leading project for migration towards Open-Source cloud-first services; Received SPOT award (given to 7 people per quarter to global engineering teams).
- Conceptualized and headed project for Application merger reducing infrastructure billing by €73k (34%) annually.

SMARSH Co. (COMPLIANCE, \$150MN IN REVENUES)

BANGALORE, INDIA

Senior Software Engineer – Full Stack Developer

MAY 2016 – JUL 2019

- Developed Connected Archive, world's largest archival software, as core engineer for Application team. Clientele include top banks and financial institutions across America and Europe.
- Received Star Performer award for automating testing framework decreasing application qualification time by 67%.
- Scoped and managed Client Onboarding module for financial institutions

QUEST GLOBAL (SOFTWARE SERVICES, \$2.5BN)

BANGALORE, INDIA

Software Engineer – Application Development

AUG 2015 – MAY 2016

- Engineered for team working on a patented Robotic Process Automation product, Fusion.
- Implemented UI templating framework for front-end facilitating in shortening developer's time by 50%.

SKILLS SUMMARY

Tech Expertise: Full-Stack Development | System Architecture | Risk Analysis | A/B Testing | UI/UX Design | Data Pipelining

Business Skills: Programme Design, Project Management, Experience Management, Client Relationship Management, Budgeting & Forecasting, Business Intelligence, Data Visualization and Storytelling

CERTIFICATIONS

Certified Agile Practitioner | Certified Lean Six Sigma – Green Belt (Tech processes) | Qualtrics CX Engage Professional