



TAPAN DAS

**BUSINESS,
IT, DESIGN THINKING & FINANCIAL
STRATEGIST**

CAREER GOALS

Aiming for
Senior Leadership Level positions in
Strategy, Design Thinking, Delivery &
Account Management.

ACADEMIC HISTORY

- Deep Learning from Great Lakes Institute of Management.
- Certified Blockchain Expert from Blockchain Council.
- Certification in Design Thinking from MIT, Boston in 2016 with 97.6% (Distinction).
- Masters Degree in Marketing Management from ITM, Mumbai in 2012 with 85.26% (3.96/4 GPA).
- Masters Degree in Marketing Management from TASMAC, Pune in 1994 with 62.36% (3.13/5 GPA).
- Bachelor of Engineering in Computer Science from Mumbai University in 1992 with 57.36%.

REACH ME AT

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AREAS OF EXPERTISE IN MANAGEMENT

- Key Accounts
- Technology & Delivery
- People Management
- Relationship
- Program/ Projects
- Strategy Planning
- Profit & Loss
- Budgeting & Planning
- Pre-sales/ Business Analysis
- Business Transformation
- Innovation Services
- Best Practices Implementation
- Design Thinking
- Process Transition
- Turnaround Management

ACHIEVEMENTS

- Repeat business in most of the accounts handled so far with the highest level of client satisfaction.
- Awarded the Basic Blue People Manager Certification.
- Awarded the High Performer awards from Mastek Ltd. & IBM India.
- Awarded Restricted Stock Units by IBM India as part of their high performer retention strategy.
- Awarded the "Award of Hours" for the best student of the batch in Masters in Financial Markets.
- Part of the Times of India CSR movement "Teach India".

Professional Profile

- Tapan has more than 30+ plus years of experience in Software & Financial Services, spanning a broad range of general management responsibilities including Program Delivery, People Management Client Management and Account Management. Before joining IBM, Tapan has worked with leading software companies like Mastek and Siliverline.
- Motivate and demonstrate the ability to recommend enhancements to the business processes.
- Excellent communication and highly skilled professional to meet technology needs and evaluate progress while assuring smooth and efficient projects & activities.
- Strong interpersonal, written, and verbal communicator who can deliver effective presentations, consult on technology projects, and maintain collaborative relationships.
- Problem-solver with keen ability to resolve technology issues and provide system enhancements, analyze/define business processes for improvement, define, design, develop, and implement highly successful automated solutions, as well as find effective solutions.
- Significant role in mentoring all level of resources in the organization and grooming them as Leaders and Managers. Skilled in managing teams and administering areas like Performance Management, Career Development, Compensation Management and Progression within the business sphere.
- Domain skills across Financial Markets, Retail & Distribution and Telecom and rest in Business & System Applications.

2018 till Date

- From May 2018, Tapan has ventured into his own startup named "ISF Analytica & Informatica Pvt. Ltd." a Fintech based company using emerging technologies like blockchain and deep learning.
- Working as Chief Technology Officer enabling multi-tier architecture with focus on full-stack development.
- ISF is a Software Development, WebDesigning & Development Company.
- ISF is a Information Technology organisation has understood the small & medium enterprises requirements and configured its services towards benefiting today's SMEs.
- ISF offers SME's a full range of consulting, solutioning and product development services using emerging technologies like blockchain, big data, AI, Deep Learning , M2M & IoT.
- ISF's main focus has been on BFSI, EduTech, HealthTech, AgriTech & Real Estate sectors.
- ISF is looking into building sector agnostic products and solutions in the space of Transaction Management, Knowledge Management, Security Management & Communication Management.
- Some of the products developed by ISF are
 - EasyLearn (www.easylearn.net.in)
 - ISF Exchange (www.isfexchange.com)
 - MentorBox (www.mentorbox.net.in)
 - PitchDeck (www.pitchdeck.co.in)
 - EasyComm (www.easycomm.net.in)
 - FortiMates (www.fortimates.com)

AREAS OF EXPERTISE IN MANAGEMENT

✓ Key Accounts	✓ Technology & Delivery	✓ People Management
✓ Relationship	✓ Program/ Projects	✓ Strategy Planning
✓ Profit & Loss	✓ Budgeting & Planning	✓ Pre-sales/ Business Analysis
✓ Business Transformation	✓ Innovation Services	✓ Best Practices Implementation
✓ Design Thinking	✓ Process Transition	✓ Turnaround Management

EXPERIENCES

<ul style="list-style-type: none"> ➤ Within IBM he has been leading large accounts like JPMC, iADC4e and Telus. His domain experience is in retailing, finance, telecom and business applications. He has successfully initiated and managed complex system integration systems and operated in a multi-location delivery centers with complete responsibility of delivery and customer satisfaction. ➤ As an active participant in Senior Leadership activities, Tapan has been part of various share nets within the organization. He has also presented initiatives that has reinforced the use of best HR practices like “Fit for You”. ➤ Apart from being an internal reviewer and auditor Tapan has actively participated in discussions regarding HR processes and brought about changes in the recruitment process plus the Resource & Capacity Management Planning. ➤ He has also been instrumental in training teams across the organizations in retail, distribution & logistics, finance & financial markets, client facing skills, people management, project management, process and methodology adoption like CMMi, OPAL & ITIL as well as technology. ➤ An Engineering Graduate in Computer Science, MBA in Marketing Management followed by Masters in Financial Markets, Tapan started his career working on development of various Network Auditing Products (NLM's for Network Directory Services), and has worked in various Technology and Leadership positions. He has worked with clients across multiple industries in US, Europe and Japan. ➤ Tapan has led development of several mission critical applications and products to several global clients including J. P. Morgan, NEC and Lieferservice und Logistics GmbH. During his tenure with Mastek, he has successfully helped build up the German ODC from the new and emerging markets. 	<ul style="list-style-type: none"> ➤ Tapan has been certified “Basic Blue People Manager and recipient of various high performance awards, share net awards, etc from various organizations that he has worked for till date. ➤ He has been awarded the “Award of Hours” for the best student of the batch in Masters in Financial Markets. ➤ Tapan as well complete his Design Thinking Course from MIT, Blockchain Technology from Blockchain Council and Deep Learning from Great Lakes Institute of Management. ➤ He has been associated with TOI drive for CSR “Teach India” and has trained a batch of students who are targeted to work for retail chain stores and other customer centric services. ➤ Fortimates one of his Security Management was chosen by AIM-NMIMS for incubation and the same was selected for presentation in Inspruner2019 at Singapore. ➤ Tapan has amiable personality inspiring trust and confidence within his team. He has ability to conceptualize actionable strategies, convert them to programs and track them to completion with a keen eye for detail. ➤ Tapan keeps special interest in hobbies like playing badminton, chess and carom and listening to music in his spare time. Also a travel freak, Tapan has visited quite a few places of interests within and outside India. ➤ Tapan has authored quite a few Financial Market related books which are due to be published in the coming years.
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