

TAPAN DAS

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BUSINESS, IT, DESIGN THINKING & FINANCIAL STRATEGIST

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

PROFESSIONAL PROFILE

- ✧ Over 30 years' exposure and proven track record of applying appropriate, practical technology/mix of technologies blended with management and leadership initiatives that helps meet business aims while minimizing risks.
- ✧ 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.

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 |

PROFESSIONAL EXPERIENCE

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)	EasyComm (www.easycomm.net.in)
PitchDeck (www.pitchdeck.co.in)	Fortimates (www.fortimates.com)

2017 till 2020

- ✓ Working as Chief Technology Officer at TWEX Limited. (www.twex.exchange and www.twex.info)
- ✓ TWEX is an Innovative crypto-currency based crowd-lending platform offering transparency and liquidity to the investors as well as the funded company.
- ✓ Make decisions in choice to infrastructure, development platform, technology and implementation.
- ✓ SWOT and cost benefit analysis in terms of investment versus returns taking into consideration of security, scalability and robustness of the developed system.
- ✓ People Management included recruitment (includes compensation management) of the right team, training team and self on new technology, project, process & performance management. (Form-Norm-Storm-Perform)
- ✓ New technologies used are Hyperledger and Ethereum on block-chain technology that enable investors to benefit from Capital Reimbursements and Profit Payments.
- ✓ TWEX platform uses REST-full API Web Services with Apache server as the middleware and PHP for server side functionality and JavaScript used for the front-end functionality for better user experience and HTML, CSS for user interface development.
- ✓ Tokens are ERC20 complaint, non-inflationary and are based on real world economies.
- ✓ The product is also sold as white label in the market.

2011 till 2016

- ✓ Handling client services in business strategy & financial sector, catering to the MSME segment.
- ✓ Assisting the SME segment to strategize business plan, help out operationally and outsource shared services.
- ✓ Handling startup, growth companies and NPA cases to introduce strategic or angel investor.
- ✓ Assist in turning around loss making companies.
- ✓ Build up a client base of customers and an investor network of investment banker & private equity investors.
- ✓ Performing risk management & analysis of the customers' projects in terms on financial and technical viability.
- ✓ Involved in building case file for enabling entrepreneurs to approach the right investors.
- ✓ Involved in Design thinking & Business Planning phase, analyzing Financial Information and suggesting the right investment type to manage steady growth of the company.

Senior Project Manager, IBM India, Pune, India, 2006 to 2011

- ✓ RFP preparation and bidding process for **State Street** account, a US BFSI Account involving technical study & data room analysis.
- ✓ Portfolio Manager for **J. P. Morgan** account, a UK BFSI Account.
- ✓ Account Manager/ Offshore Delivery Project Executive for **TELUS**, a Canadian Telco Account.
- ✓ Client relationship, communication, resource planning & deployment, work management, project work management & execution, P&L and budgeting, billing & payment management and people management for the lines of business, namely, Data Management, AD & WD (Sales & Channel), BAO (RPO, HPAP, RITM, BaseCamp, etc.) and High-end technology (WBSF, TOCP).
- ✓ Account level fulfillment tracking and management which includes maintaining the band mix.
- ✓ Maintaining Business & Financial integrity with Customer Satisfaction.
- ✓ Career Development, Coaching, Mentoring and Employee Feedback.

Senior Consultant, Rational Vision, Mumbai, India, 2001 to 2005

- ✓ Estimation, preparation of proposal & acceptance criteria.
- ✓ Client interaction and requirements gathering.
- ✓ Getting sign-off on works order & specification document.
- ✓ Project planning, monitoring and control.
- ✓ Project team formation followed by work allocation and execution.
- ✓ Designing, critical coding using VC-SDK, CGI & testing.
- ✓ Triple constraint management enabling cost control.
- ✓ Risk management – identification & mitigation.
- ✓ Pre-sales activities.

Project Manager, Mastek Ltd., Mumbai, India, 1998 to 2001

- ✓ Client interaction and requirements gathering.
- ✓ Estimation, preparation of proposal & acceptance criteria.
- ✓ Getting sign-off on works order & specification document.
- ✓ Specification & designing team.
- ✓ Project team formation followed by work allocation and execution.
- ✓ Project planning, monitoring and control.
- ✓ Triple constraint management enabling cost control.
- ✓ Risk management – identification & mitigation.
- ✓ Pre-sales activities.
- ✓ Involved in people management.
- ✓ Setting up of separate strategic business.
- ✓ Relationship building with other customers and helping pre-sales team.
- ✓ Process Change initiatives enabling CMMi L5 & P-CMM L3 goals.

System Consultant & Module Leader, Silverline Industries Ltd., Mumbai, India, 1996 to 1998

- ✓ Client interaction and requirements gathering.
- ✓ Estimation, preparation of proposal & acceptance criteria.
- ✓ Project planning and monitoring.
- ✓ Coding and testing for the Futures and Options module in RDM application.
- ✓ Porting on Sun Sparc machines using Bristol WindU.
- ✓ Coding and testing for the SDM and ACM applications.
- ✓ Designing, coding and testing of modules in the Document Management System, coding and testing of the Groups & Group List tool.

Project Leader, Softec International, Mumbai, India, 1994 to 1996

- ✓ Client interaction and requirements gathering.
- ✓ Estimation, preparation of proposal & acceptance criteria.
- ✓ Project planning and monitoring.
- ✓ Coding and testing for Print Manager, Auditcon, LTAuditor application in VC-MFC, NLM, SNMP technology.
- ✓ Monitoring at Project level a team of 12 resources.

Software Engineer, Silicon Interfaces, Mumbai, India, 1992 to 1994

- ✓ Client interaction and requirements gathering.
- ✓ Coding and testing for Day Organizer, Simple DTime applications in VC technology.

EDUCATIONAL QUALIFICATIONS

- ✓ 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 TASMACH, Pune in 1994 with 62.36% (3.13/5 GPA).
- ✓ Bachelor of Engineering in Computer Science from Mumbai University in 1992 with 57.36%.

MAJOR 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”.