Manoj T

Result-driven professional with proven leadership experience and verifiable track record, targeting assignments in Senior Leadership role within IT Industry

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Area of Excellence

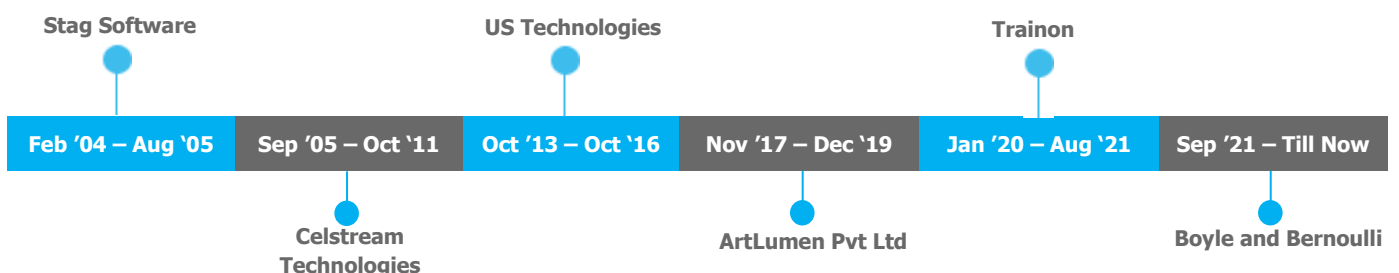|	
Business Development	★★★★☆
Service Delivery Management	★★★★☆
Quality Management	★★★★☆
Thought Leadership	★★★★☆
Strategic Planning & Control	★★★☆☆
Resource Management	★★★★★
Continuous Process Improvement	★★★★☆
Portfolio &Program Management	★★★★☆
Client Engagements	★★★★☆
Communication	★★★★☆

Profile Summary

- **CEO** of Trainon, an EduTech startup focused in training and skill development on technology, solutions and services for individuals and organizations across various domains.
- Achievement-driven professional with experience of more than **20 years** in **Portfolio and Program Management, Business Development, Delivery Management, Insourcing and Offshore Delivery Engagements and Quality Assurance**
- Played pivotal role in establishing **New Engagements**, **Digitalization and Data Engineering vertical in ArtLumen**
- Directed and participated in **strategy development**, **leadership and implementation, business and operational transformation**, **business solution delivery,** and **business development**
- Managed conventional, **Agile** programme/project operations with key focus on **KPIs, SLAs** & **SOPs** as well as interacting with clients, business partners, industry leaders, vendors & other key stakeholders
- **Collaborated** with cross-functional teams to establish and implement new priorities for the team focusing on **new verticals**
- President of KSPIN, Kochi chapter of Software Process Improvement Network, an organization promoted by SEI (Software Engineering Institute of USA) aimed at networking of professionals and sharing of best practices for the betterment of individuals, organizations and the community in the areas of Software and Systems improvement

Education

- Bachelor Of Engineering in Electronics and Communication from Mangalore University

Career Timeline

Stag Software		US Technologies		Trainon	
Feb '04 – Aug '05	Sep '05 – Oct '11	Oct '13 – Oct '16	Nov '17 – Dec '19	Jan '20 – Aug '21	Sep '21 – Till Now
	Celstream Technologies		ArtLumen Pvt Ltd		Boyle and Bernoulli

Soft Skills

Communicator

Empathy — Thinker

Collaborator — Intuitive

Leader — Relator

Other Skills

Work Independently	**Avid Learner**
Mentor and Coach	**Persistence**
Adaptability	**Restorative**

Techncal Trainings Undergone

- Agile Process - Celstream
- Standard Estimation Techniques - Celstream
- Software QA Process - Celstream
- Software Test Engineering Process - Stag

Languages Known

English   Hindi   Malayalam

Important Projects:

- Mobile App for Grand Hyatt Bolgatty Sales Team

- Target Entrance – E Learning Suite for competitive Test practice and assessment

- Marketing Outreach support for Way.com (A leading US car service marketplace)

- Complete scoping and implementation of Test requirements for Brainware IDC Distiller (Intelligent Data Capture Tool)

- Complete scoping and implementation of Test requirements for Black Board E-Learning Academic Suite (Now Anthology)

Work Experience

TrainOn.in, Co-Founder and CEO

Managing operations and growth of the organization

KRA:

- Building a technology stack to manage the operational requirements of trainon.in which includes Lead generation and management, CRM, Training scheduling and execution, course management, Fees management and Alumni
- Building a team of highly experienced and high profile trainers from various industry verticals
- Building sales and marketing strategies

ArtLumen Pvt Ltd. Director and CMO

KRA:

- Generating business opportunities in the GCC and US markets
- Finding new markets and potential clients
- Work with the Technology team to provide 360 degree solutions
- Generate new opportunities in the Staff augmentation model

Personal Details

Date of Birth: 26th May 1974

Hobbies: Travel, Fine Arts and Cinema

Permanent Address: Flat No. F1406, Purva Eternity, Athani, Kakkanad, 682030

UST Global, Consultant

KRA:

- Resource Management, Knowledge Management, and Talent Management
- Handled multiple Test projects for some of major clients across USA & UK
- Fostering continuous improvement culture with Process, tools standardization and evaluation for continuous improvement
- Acting as a Subject Matter Expert (SME) in testing processes and methodology; leading the team in incorporating manual & automation testing industry best practices, techniques and methodology

Celstream Technologies, Test Manager

Highlights:

- Lead the R&D- QA Team for product stability
- Managing the offshore and on shore Testing teams through all phases of software quality; ensuring that systems, applications, and services meet or exceed organization quality standards and end-user requirements
- Implemented Test outsourcing model for Brainware IDC Distiller, one of the world leader in Intelligent data capture technology solutions.

Stag Software, Project Lead

Highlights:

- Managing multiple outsourced Testing projects for major clients from US and Europe
- Leading large size testing teams to meet the quality benchmarks for E-Learning solutions like Blackboard Academic Suite(Now Anthology)