

Sivakumar Gopal

(Sivakumar S.G)

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M: +919884009480 | Chennai, India

Top Skills: Strategy, Operations, Business Consulting, P&L Management, People Management

Current Role: Business Advisor | Management Consultant

Last Performed Role in Employment: Leadership - Sub-Unit Head , Global Program Delivery, Resource Capacity Building, Performance Management, Customer Engagement

Career Summary:

IT management professional of 42 years of experience in multiple areas – ERP SAP Practice & Consulting, Sales, Marketing, Services, Business Development, Customer Relations Management, Program & Delivery Management, Competency Management, People Manager, Functional Consulting, Software Service Delivery in reputed organizations / groups.

- * In a leadership role took care of Revenue Targets, Profitability, business growth and People Management for a large market / Industry unit.
- * Built a customer centric organisation that focused on business value in close collaboration with sales teams and partners
- * Strong focus on strategy & execution
- * Demonstrated capability of having worked in a challenging, complex and varied cultural environments with distributed team and global customers.
- * Excellent exposure to Emerging markets – India, Middle East, Africa, Asia Pacific and Japan
- * In ERP – SAP space for nearly 22+ years
- * Responsible for all delivery metrics besides ensuring high customer satisfaction and smooth Customer / Partner relationship
- * Worked in many roles as Consultant, Project manager, Program Manager, ERP Head, Practice Director, Delivery Head, CMMI Champion and Delivery Centre Head
- * Played a key role in developing new markets / offshore Practice and has delivered over 120+ projects for small, medium and large establishments.

Experience Summary

Independent Consultant - Advisory Role - Strategy & Operations Consulting

December 2018 - Present

Tata Consultancy Services

Global Head - SAP Retail Practice, Head -SAP (New Growth Markets MEA, APAC, India, Japan)

May 2010 - July 2018

- Handled a peak revenue of \$ 175M
- * Business Plan & GTM strategy
- Pre-sales, Program / Projects Delivery
- Business Excellence & Innovation in Delivery
- Grow Revenue
- Acquire new Logos
- Ensure committed gross margin

- Performance management of associates
- Competency management
- Customer relationship & management
- Ensure key operational metrics are met as committed.

SEAL Infotech (SEAL Consulting) – US based SAP Partner

Sr.Director- SAP Practice, Delivery Head and Centre Head - Chennai

February 2004 - April 2010 (6 years 3 months)

- SAP Practice set-up
- Offshore Development Methodology incubation and Enrichment
- Talent acquisition
- Business planning
- SAP based solutions for mid-market
- Competency building and scaling up
- Customer acquisitions
- Sales, Presales and Delivery
- CMMI Champion and Sponsor
- ISO mentor
- Geo spread – India, Middle East

PSI Data Systems Ltd (SAP Partner)

Senior Business Consultant

August 2003 - February 2004 (7 months)

- As a senior business consultant, I was responsible in defining the business processes in SAP / ERP and advise them the best practices to be followed in supply chain, logistics and sales processes. The chemical business group of the company was our client.
- Implemented SAP ERP in five of the Chemical business units of Aditya Birla Group Companies in Thailand

Kaashyap Technologies Limited, Chennai

General Manager - ERP Practice

1998 - 2003 (6 years)

- I was responsible for running the SAP ERP practice - identifying opportunities, doing Presales & solutioning, and delivering the projects in SAP ERP space. Growing the business, Competency development and hiring the right talent were my portfolios.

Self Employed - Marketing Consultancy

Marketing Director

April 1993 - August 1998 (5 years 5 months) Chennai

- Represented manufacturers of Heavy Duty Multiple Axle Hydraulic Trailer, Material Handling Equipment
- Created a market for Hydraulic trailer- an import substitute product.
- Academic Experience - Taught Industrial Marketing in a management institute.

Mahindra Engineering - Mahindra & Mahindra Group, Chennai

Area Manager South India

September 1987 - March 1993 (5 years 7 months) Chennai

- Handled South India market, sold Forklift trucks and trailers for transport / industrial use
- Sold Bulk material handling equipment like Chain conveyors, bucket elevators to different industries/ turn- key project construction companies.

Godrej & Boyce Mfg. Co. Ltd. Mumbai & Chennai

Sales and Service Engineer

June 1982 - August 1987 (5 years 3 months)

- Sales and service of material handling equipment, exposure to a wide variety of Industries

Premier Automobiles Ltd

Engineer -September 1981 - June 1982 (10 months) Mumbai

- Worked in R & D dept. in the development / enhancement of Premier Padmini (FIAT) brand cars / accessories.

Education

- Anna University, B.Tech, Automobile Engineering - (1978 - 1981)
- University of Madras, Bachelor of Science (B.Sc.) - (1975 - 1978)