AKSHAY SHAH BS,MS-USA

91-98905-82000 / Akshay@AvisConsulting.in   *Total Experience : 22 years*

- Over fifteen years of hands-on experience in building successful Software and KPO companies with expertise in Corporate Strategy, Enterprise Architecture, Software Development, Process Engineering and Outsourcing.
- Complemented with twenty years of IT experience in leading cross-functional teams and developing enterprise wide software for the global market.
- Skilled Professional with Strong Leadership, Management and Organizational skills.

SKILLS

Management Skills

- Proven track record of increasing revenues, building efficiencies and improving profitability.
- Effective, Accountable and Result oriented in high-profile executive roles for over 15 years.
- Responsible for all aspects of managing with strong orientations in Operations, Marketing and Finance.
- Diverse Industry and Functional expertise with expertise in leveraging innovative systems and software.
- Energetic and self-motivated team builder with ability to lead and build partnerships with key decision makers.
- Experienced in driving product and process improvements with tenacious commitment to profitability.
- At ease in high stress, fast-paced environments with emerging and multiple responsibilities.
- Experienced in multi-cultural and global environments covering USA, Europe and Middle East.

Technical Skills

- Software Expertise spanning System Analysis, Enterprise Architecture & Database Design, Programming and QA.
- Skilled at setting up complete Infrastructure including Hardware, Networking and Systems.

Product Development Skills

Proven track record of Developing successful products in GIS, Healthcare and other areas

- GIS based sales tools like Epinpointer (sold over 200 copies in US market)
- HealthCare products like MxVision for the US Nursing Homes (sold 80 copies), SmartDoc for Doctors (over 500 copies sold), and SmartHospital for Hospital Management up to 500 beds (sold to 8 hospitals).
- Enterprise-wide-Cemetery Management (used by over 50 US cemeteries)
- Multimedia programs (sold over 5000 copies)

EDUCATION

Michigan Technological University, Houghton, Michigan, USA (1979-1985)

- Bachelor's degree in Civil Engineering - specializing in Structural Engineering.
- Master's degree in Engineering Mechanics - specializing in Computer Aided Design.

PROFESSIONAL HISTORY

2005-2009 (4 years)	**SLK Global : Vice-President and CIO :** *KPO Company specializing in US Banking and Title Insurance.*
2002-2004 (3 years)	**RAAY Software: President, Board Director :** *Healthcare initiative funded by the Patni Group to have a presence in the European market.*
1997-2001 (5 years)	**Techni-Graphic Systems: President** *Was founded to manage back office operations of TGS USA and develop products in HealthCare.*
1991-1996 (5 years)	**Kirloskar Computer Services (KCS): Vice-President** *Kirloskar Computer Services (KCS) is the IT arm of one of the largest Engineering Groups of India.*
1988-1991 (4 years)	**AVIS Consultancy Services : President** *AVIS was founded to specialize in Consulting, Software Development and Training.*
1986-1987	**KRUPP: System Administrator** (2 years)

SLK Global : Vice-President and CIO (4 years : 2005-2009)
KPO company specializing in US Banking and Title Insurance.

Chief Information Officer : Responsible for Strategy and Technology
- Developed software systems resulting in savings of over 100 FTE's in 2 years.
- Improved Management Decision making and Control through an EIS to manage all corporate areas.
- Improved profitability by developing Work flow management to re-engineer and automate business processes.
- Improved company performance by 25% by developing a Performance Management System to improve KPI's.
- Improved Customer Acquisition and Retention by setting up a Customer Relationship Management system
- Setup Knowledge Management Systems to mange Company's Intellectual property.
- Developed Internet marketing to increase market share and improve sales performance.
- Improved Employee satisfaction through HR Online system
- Developed Strategy to Position SLK as a premium Technology company

Program Management for US Bank as a Chief Relationship officer
- Responsible for managing the complete Outsourcing program for one of the ten largest banks in USA.
- Started the relationship and built it into a profitable Business Unit for SLK.
- Successfully migrated over 200 FTE delivering over 2 million dollars in annualized savings to the Bank.
- Played a key role in bringing the Bank as an Equity partner.
- Responsible for boarding and managing all processes including Assessment, Business Case, Contracting, Migration, Resource Management, Performance Tracking, Skills Management and Revenue Realization.
- Responsible for all compliances – Business Continuity, Disaster Recovery, ISO27001.
- Implemented best practices in Outsourcing.
- Responsible for Board presentations and demonstrating company performance each week.

Business Development
- Setup US sales office and call center and research center in India.
- Developed Marketing strategy and collaterals covering brochures, scripts and other sales material.
- Developed new products based on existing skills and competencies.

RAAY Software: President, Board Director (3 years : 2002-2004)
RAAY was a Healthcare initiative funded by the Patni Group to have a presence in the European market.

- Built RAAY software ground up specializing in Hospital Management Systems.
- Setup offices in Switzerland and operations in India.
- Developed markets in Switzerland, France, USA and India.
- PRODUCT DETAILS :
  - Complete Hospital Management System covering Patient management and Billing.
  - Developed in three languages: English, German and French.
  - Compliant with local medical and billing rules and regulations.

Techni-Graphic Systems: President (5 years : 1997-2001)
TGS-India was founded to manage back office operations of TGS USA and develop products in HealthCare.

- Started TGS-India ground up and has built it as a GIS and HealthCare company. TGS has been selected by Inc. magazine as one of the fastest growing companies in USA.
- Responsible for conceptualizing, designing and developing the entire product line for the US Cemetery, Old age Nursing home industry and GIS industry.
- Developed a unique Business model to train and place software professionals in USA
- Setup backend processing for mapping and other data entry operations.
- Responsible for all areas of business including Finance, HR, Operations etc.

Kirloskar Computer Services (KCS): Vice-President (5 years : 1991-1996)
Kirloskar Computer Services (KCS) is the IT arm of one of the largest Engineering Groups of India.

- Led KCS's foray in to GIS and built a BPO and software organization from infancy to a highly profitable 200 man organization with clients in USA and India.
- Led another expansion in Multimedia and established a robust organization to support this product line pioneered some of the early Multimedia CDs that have sold copies in thousands – Yoga, TAJ etc.
- Handled large ERP projects such as a 100 man-year effort to develop an Enterprise Solution for Kirloskar Electric in Bangalore to automate, improve efficiency and reduce costs of operations.
- Envisioned, spearheaded and developed Engineering Information System across all group companies.
- Demonstrated leadership in establishing an IT steering committee comprising of CIO's across the group and developed a common IT vision.

AVIS Consultancy Services : President (4 years : 1988-1991)
AVIS was founded by me to specialize in Consulting, Software Development and Training.

Consulting areas covered
- Structural Design using Finite Element methodologies.
- Engineering Information Systems for manufacturing companies.

Software Development
- Developed software for the domestic market and developed software for a France based company.
- Offered customized CAD and other training programs for the corporate sector.

Consulting with Datapro to
- Develop a consulting / training arm for Computer based design.
- Started a CAD division and made it profitable in the first year of operation.
- Developed new training methodologies and programs and helped build a profitable franchising model.
- Developed visual AutoCAD based software for Mather and Platt to automate and improve pump design.

KRUPP: System Administrator (2 years : 1986-1987)

- Worked with Krupp Industries for two years as a System Administrator for the Design department
- Responsible for migrating software from mainframe to PC's
- Responsible for developing software for Structural Analysis and Design.

PROFESSIONAL RECOGNITIONS

- Invited by Confederation of Indian Industries, comprising of top CEO's, to present how Corporate India can take advantage of emerging technologies.
- Invited by Information Technology group in Muscat, Oman to present the rapid developments in Multimedia.
- Invited by College of Wooster, Ohio, USA to present career opportunities after BS in Software Engineering.
- Written papers on Engineering Mechanics and finite element analysis in technical journals.

OTHER

- Valid US Business visa.
- Comfortable in USA, Switzerland, Denmark and countries in Middle East.
- Travelled to Far East – Singapore, Malaysia and Thailand
- Paul Harris fellow.