

# Animesh Panda

Strategy Consultant | Product Specialist

## Contact

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## Qualifications

### AUT, Auckland, NZ

Master of Business Administration  
(MBA) 2018  
Exchange Student – UMSL, St  
Louis, Missouri, USA

### BIT, Durg, India

Bachelor of Engineering –  
Electronics & Telecommunication  
2010

## Professional Developments

- Amazon Web Services (AWS) Cloud Practitioner Jan'23
- Google Analytics 4 Jan'23
- Certified Scrum Product Owner Nov'22
- Lean Six Sigma Green Belt Mar'22
- Health & Safety Rep (Level 3) May'21
- NZ Sports Governance 101 Mar'21
- NZ Certificate in Regulatory Compliance (Level 3) & Building Compliance Dec'19
- Bloomberg Market Concepts Dec'16
- Infosys Technical Training 2011
- Microsoft certifications
  - Dynamics 365 Fundamentals
  - .NET 4.0 (Web App Development)
  - Programming in HTML5 with JavaScript & CSS3 (Web Design)
  - SQL server 2008 (Database Development)

## Technical Skills

**Frameworks:** SDLC, Agile–Scrum, Waterfall, ITIL, BPMN 2.0

**Collaboration:** Atlassian Jira, Miro, Notion, Slack, Figma, Office suite, Google Workspace, Trello

**Workflow/ERP:** SAP, MS Power Apps, MS Field Service, Visio, Miro, simPRO, Formitize, Zoho One, HubSpot

**Business Intelligence:** Google Analytics, Power BI, Tableau 10, Business Objects, MS Excel, Power Query

**Cloud:** AWS Management console

**Programming:** GitHub, MS Visual Studio, .Net, MVC3/4, JavaScript, jQuery, JSON, XML, SQL, JQL, HTML 5 with CSS 3

**Databases:** MS SQL 2003/2008 server, Oracle 10g, 11i

## Profile

As an experienced business consultant with strong technical acumen, coupled with excellent analytical & problem-solving skills, I thrive in both the product & client-facing aspects of my roles. I have over 10 years of experience working in product ecosystems across various industries. I strive to create collaborative growth environments where business, people, & technology intersect & generate meaningful value for organisations. My strategy formulation & product conceptualisation skills, combined with my commitment to operational excellence, provide the persistent foundation from which I can help teams reach their full potential. I bring a positive, energetic, solutions focussed approach to all my work.

## Relevant Professional Experience

**Strategy Consultant, Attain Limited** | Auckland, NZ | Mar'22 – Present

*Equivalent to Product Owner*

- Facilitate discovery workshops to identify & elicit client requirements.
- Translate customer needs to framed problem statements & defined outcomes.
- Write user stories, and acceptance criteria & guide analytics teams to design dashboards for better user experience.
- Facilitate Voice of Customer to understand consumer opportunities.
- Spearhead market research, business analysis & competitive analysis.
- Formulate a comprehensive pricing strategy to maximise value proposition for user & client's ROI in B2B market segments.
- Communicate with the cross-functional teams & collaborate with clients to ensure strategic alignment with key success metrics.
- Run cross-functional teams using agile methods with a strong focus on mock-ups, MVPs & backlog prioritisation.
- Facilitate various scrum ceremonies, including daily scrums, sprint planning, backlog refinement, performance analysis & creative design sprints.

### Key Achievements

- Developed a detailed action plan & increased the retainer value by 30%.
- Automated reporting that increased customer engagement by 10%.
- Took over project management of 20 delayed projects & delivered in 3 months.

**Operations Manager, Kaizon Group** | Auckland, NZ | Aug'20 – Feb'22

*Equivalent to Product Owner – External Services*

- Led the strategic project to design, develop, & manage the Integrated Management System (IMS).
- Led continuous improvement initiatives – creating digital dashboards & managing Kanban boards to monitor & track performance.
- Set up agile processes to promote a culture of innovation, data-driven decision-making, & evidence-based quality control in a fast-paced environment.
- Led digital transformation project to design & develop customised data analytics solutions & to upgrade core business ICT platforms.
- Managed external vendors for data migration from legacy systems & prioritised bugs/defects to be fixed using best practices.
- Collaborate with vendors & internal stakeholders to translate strategic plans into tactical executions.
- Developed a business case, informed stakeholders, established the vision for scrum teams, prioritised work, & ensured teams delivered value.
- Conducted user research, analysed feedback & prioritised the defects or features that needed to be worked on.
- Defined the roadmap for digital transformation & KPIs for the business units.
- Drove detailed end-to-end assessment of processes & systems for post-build fire protection services.

### Key Achievements

- Led the group to be certified to ISO 9001:2015 & ISO 45001:2018 standards.
- Increased invoicing for fire protection services by 80% within three months.
- Reduced cost across business units between 10-15% & increased staff billable utilisation by more than 20%.

## IT Domain Knowledge

- Lifesciences, healthcare, pharmaceuticals, medical devices
- Regulatory govt. bodies
- Building compliance
- Construction – Active Fire services, HVAC, Electricals
- Engineering consulting
- Retail, supermarket & franchises
- Sport organisations
- Energy – fuel & renewable
- Non-profit community services
- Facility & property management

## Skills

- Stakeholder management
- Strategic planning
- Product management
- Operations management with a focus on continuous process improvement, quality, health & safety
- Cross-functional collaboration
- Project management
- Contract management – budgeting
- Market & user search
- Problem identifying & problem solving.
- Communication Skills
- Analytical Skills
- Process mapping & modelling
- Cost-Benefit Analysis (CBA)
- Gap Analysis & Data Analysis
- Root Cause Analysis (RCA)
- Implementing enterprise products – change management.
- Interpersonal Skills
- Requirement gathering & elicitation.

## Attributes

- Excellent Collaborator
- Continuous Learner
- Product enthusiast
- Motivated
- Resourceful
- Agile, flexible & adaptable
- Logical, analytical, cognitive thinker
- Active listener – curious & quick learner
- Value-driven work ethics
- Empathetic & decisive
- Strong communicator

## Leadership Roles

Secretary, NZ Odia Society	since 2022
Board member, Auckland Badminton Association	since 2019
President & active member, Balmoral Badminton Club	since 2019
Secretary & member, Balmoral Badminton Club	2017 – 19
Donor, NZ Blood services Fundraiser, Auckland City Mission	Since 2016
	2016

## Interests

- Hiking – bush walks, great walks
- Reading / Listening to books
- Learning Spanish

References available on request.

# Animesh Panda

## Relevant Professional Experience contd.

### Ruption Consulting Group – Secondment to Auckland Council

#### Product Manager – Digital Products | May'19 – Aug'20

- Led the development, launch & increment of a product suite that included interactive dashboards & automated reporting using SaaS platforms, MS Power BI & advanced MS Excel skills.
- Evaluated the current systems to recommend & drive process changes to eliminate bottlenecks & reduce non-value-add activities in the value chain.
- From ideation to release of the digital transformation journey, demonstrated change management & agile project management skills with on-time & within-budget delivery at each project milestone.
- Mentored cross-functional teams to increase productivity & quality of deliverables by monitoring progress consistently.
- Built & managed a high-performing team of 6 administrators & 12 field auditors for building audits.
- Analysed data gathered to hypothesise the pain points & conceptualise the MVP to fix them.

#### Product Owner – Building Compliance Audits | Mar'18 – Apr'19

- Conceptualised, designed, & launched the innovative Audit Enablement Suite – mobile app, hardware & software product for Building Compliance Team.
- Developed Electronic Data Interchange (EDI) system using APIs to integrate information from several sources amongst trading partners, including modules of SAP ERP, CRM & job management platform – Formitize.
- Track the status of defects & verify resolution during the testing life cycle.
- Implemented, tested, & rectified robotic process automation (RPA) for the weighted distribution of workload, job scheduling, & route optimisation.
- Provided feedback to SMEs & coordinated between several teams to ensure consistent product quality.

#### Key Achievements

- Improved the end-to-end process for renewal of BWoF enabling the client to clear a backlog of 20 months within 4 months against the projected 6 months.
- Increased the department's profitability by NZD 100k per month.

#### Associate Product Manager, AUT Ventures | Auckland, NZ | Aug'17 – Feb'18

Led the market research to study commercial viability & technology readiness of a novel software based on innovative technology to automatically configure & redeploy code on IoT ecosystems.

- Conducted a comprehensive analysis of the industry landscape.
- Created a prototype development plan after gathering data through extensive market surveys & research.
- Partnered with commercialisation manager & research team to apply for funds & investment.

#### Business Analyst, Infosys Limited | Bangalore, India | Dec'10 – Feb'16

Worked in several roles across the software development life cycle (SDLC) to successfully deliver & maintain IT solutions & web applications ITIL processes.

- Collaborated with the pre-sales team as Information System lead for client acquisition.
- Designed & owned implementation plans for data migration projects.
- Collaborated with stakeholders & back-end team to improve business processes, to validate & to verify the requirements.
- Created technical specification & design documents (FRS, SRS, URS, HLD, DLD).
- Assisted project managers with weekly progress reporting through UAT by maintaining RTM & RASCI matrix, which increased client engagement.
- Technical SME responsible for incident, problem & change management.
- Managed the deployment & release process of multiple applications documentation to adhere with service level agreements (SLA).
- Developed software modules & integration features for hand-held devices.