Divakar N R

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Project Management | Strategic Planning | Supply chain management | Solution architect | Relationship Management | Negotiation | Budgets | International

Professional Profile

Technically sophisticated and business-savvy management professional with pioneering career reflecting strong managerial qualification coupled with "hands-on" telecommunication and software product development expertise. Maintain focus on achieving bottom-line results while formulating and implementing "time-to-market" technology and business solution to meet a diversity of needs.

Key Accomplishments:

- Senior executive who grew two businesses from start-up to millions in annual sales (within the span of 2 years) through innovative product architecture, effective business planning, and re-inventing profitable business models.

- Recognized by clients and colleagues as a consummate professional with a high degree of personal integrity.

- Skilled in persuasive presentation and profitable negotiation. Has excellent customer and vendor relations skills.

- Successful product/solutions architect primarily in telecom applications space with experience in various geographies (US, Europe, Africa, Central America, Asia) with a good understanding of market dynamics.

- Excellent understanding of the complex Software architecture, challenges, and implementation. Well versed in cross-domain, multi-locale product development.

Professional experience

Project / Business management Consultant (June 2015 – Present)

- Integrated myself into client environment to effectively lead project team building positive professional relationships with clients and associates.
- Conduct project planning - define project scope, including resources, deliverables and timelines that support business goals in collaboration with senior management and stakeholders. Develop full-scale project plans and associated tracking and communications documents, including schedule, resources, risks, issues, budget proposals, communications plan, and identify and manage project dependencies and the critical path.
- Developed task interdependency and project tactics with overall project strategy for new product line.
- Negotiated a profitable pricing strategy for a European client.
- Completed risk management gap analysing and appropriate mitigation and contingency plan.

CV of Ranganatha Divakar.N.Sharma

Managing director, OneSprint Technologies Pte Ltd, Singapore (September 2012 – Present)

- Built the core product line and efficient supply chain management and vendor management.
- Managed to create key customer accounts with sale turnover of 1.25million USD in first year of operation.
- Played key role in negotiating offshore outsourcing software development contracts in India and outsourcing manufacturing contracts in China.
- Repeatedly produced sustained revenue and EBITA growth in dynamic market. Achieved Year-on-year growth of 21-24%.
- Followed Build-operate-Transfer model and realised attractive profits.
- Handled P&L, managed cash flow for efficient taxation.
- Key technology decision maker of the company.

Managing Director, **Nivedhana Technologies Pvt Ltd, Mysore, India (October 2007- Present)**

- Navigated company from an initial capital of 5000USD to 1.5Million USD Turnover Company within a span of 2 years.
- Delivered year-on-year growth of 12-15%. Took key decision to strategically position products to server niche market.
- Built strategic customer accounts across Africa and Asia.
- Built and managed a team of 8 people to deliver the company products and services efficiently.
- Successfully implemented highly profitable supply chain management for company's hardware component needs.
- Chief Architect for all the company products: High performance transaction Gateway to enable sale via mobile devices; SIM Applet based Payphone; GPRS Gateway; USSD Gateways; QR code ticketing Systems. Developed embedded products: Thermal printer based on ARM controller. GSM/GPRS fixed wireless phone.
- Extensively worked with Telecom Networks across Asia, Africa and Central America for integration and deployment.
- Developed virtualization & cloud services: Load Balancing by Migration of virtual machines, Trend Analysis of Server Software Virtual Machines for Optimized Business Service Management, Software Image manager in cloud computing.
- Responsible for the conceptualizing, product road map, mentoring team to implement the solutions in Mobile Application space (Android, Symbian, J2ME, VRE, SIM Toolkit).
- Primary technology contact with cellular network: Engaging with network operator from conceptualization phase to deployment phase. I have worked on building and integrating transaction server with CellC, Vodacom, and MTN network in South Africa.

Senior Technical Leader, **System Engineering group, Aricent Technologies Holding Ltd [formerly known as Flextronics Software/Hughes Software Systems] (June 2000-Oct 2007)**

- Hands on experience in building 3G protocol for User equipment: GMM, RRC, RLC, MAC, PDCP, NAS.
- Developed Location based services: Buddy finder and local based advertising. Integrated with GMLC and SMLC nodes.
- Contributed significantly to development of SS7 stack and rich experience in interfacing with MSC, HLR and USSD gateways.
- Implemented and integrated SNMP v2 on USSD application.
- Developed high capacity Short message service center platform and integrated in networks Econet (Africa), Escotel (India).
- Developed Persistence Module for IMPS client for Panasonic Japan according to OMA specs.

Software Engineer, Alcatel, Belgium (2000-2001) (Onsite travel)
- Contributed to the Design and development of Performance Management module (Operation and Maintenance subsystem) for Alcatel BSC.
- Developed Test modules for PM, RMS (Radio measurement statistics). Involved in Target testing / Sub system integration of PM.

Engineer/ Scientist 'SC', Microprocessor group, Indian Space Research Organization (1998-2000)
- I was involved in development of the Digital sun senor hardware, based on RTX2010RH (for IRS 5 satellite) and 8086 (for IRS 4 satellite).
- Developed the DSP based algorithms for satellite sensors software for the signal generated by Digital Sun sensor to calculate the orientation angle with Sun.

Skill Summary

Programming Language	: C, C++, J2SE, J2ME, Perl, Python, JCT, CHILL, Delphi, C# , .Net, Perl
Web technologies	: Javascript, XML, HTML5, SOAP, REST, Tomcat, IIS, ASP, CSS
Framework	: ACE, STL, Design patterns. .Net, .Net Compact framework
Methodologies	: OOAD, SOA, Enterprise Architecture
Operating Systems	: Windows NT, XP, Linux (RHEL), Solaris, SCO Unix, Ubuntu
Mobile devices	: Wince6.0, Android, VRE, J2ME,
Processors	: 8086, 8051, TMS320C50, RTX2010RH, ARM9
Database	: MySQL5,0, MSSQL 2000, Oracle9, SQlite
Tools	: MATLAB, Logical Analyzers, SDL, Protocol Analyzer (K1297), Rational Rose, Clearcase, Clearquest, Bugzilla, WINCVS, Purify, Pure-coverage, Microsoft project

Telecom expertise: *Embedded systems applications, Wireless Protocols, Mobile applications, Messaging solutions, Enterprise application space.* Good working knowledge of 3GPP, ETSI, ITU-T, ANSI, IEEE Technical specifications.
I am a certified software quality assurance auditor.

Education

Master of Engineering (M.Eng) in Technology Innovation Management, Carleton University, Ottawa, Canada, 2013-2015.

Master of Technology (M.Tech) in Instrumentation and Control engineering, Indian Institute of Technology, Mumbai, India, 1997-2000

Bachelor of Engineering (B.E) in Instrumentation technology, SJCE, University of Mysore, India 1991-1995.

Awards, scholarships, achievements

- Received *National merit scholarship* (1990 -1995) for securing 89th Rank out of 100,000+ candidates in secondary education board at the state level.

- Awarded 1st position for final year Bachelor's degree project in Instrumentation technology department, 1995.

- Secured *8th Rank* out of 178 candidates in *Bachelor of engineering* at University of Mysore.

- Stood at *21st All India Rank* in Graduate Aptitude Test in Engineering (GATE, 1998) out of 720+ students. Received graduate scholarship from Ministry of Human Resource and Development, India.

- Brain bench Certification for "High IT aptitude performer" and "Communication Specialist",2000

- Alpha Award for project on "GSM Air Interface Simulation" implementation and following best practices as a part of induction project at Hughes software systems, 2000

- Excellence Award for excellent customer focus in deploying the Messaging server under demanding conditions of Escotel Telecom multiple live networks by Hughes Software systems

- Excellence Award for Extraordinary commitment, ownership and team spirit by Hughes software system.

- Certificate of Recognition for exhibiting High degree of team work, commitment, and performance resulting on customer value creation, by Aricent technologies.