

Ajesh Vijayan, PMP,CSM

(MBA, MSc in Project Management, ICC, CAPM, P2M)

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Profile

I am a certified Project management professional with more than 15 years of experience. Recently I have completed projects in various domains including, Construction, IT Software projects, Healthcare, sustainable energy solutions. I am used to managing projects from sales phase to delivery, using the Project Management and Agile methodologies. I regularly manage multiple projects in parallel.

I have an outstanding feeling for the client's business and processes. Using my experience, I am able to quickly understand the business challenges. I am able to successfully implement projects in time and within budget in politically sensitive situations.

WORK EXPERIENCE

Modular Concepts – (Turnkey Healthcare Projects) Kerala, India, Nov 17- Present

Post held: Senior Manager - Projects & Business Strategy

- Directly responsible for developing relationship with key decision makers (CEOs/Directors) and influencers to help convert opportunities. Have driven more than 100 CR business for the organization in the year 2019. Capability to both develop and execute/implement partnership activity, bringing the functional components of the business together to drive revenue streams and expanding both B2C and B2B channels.
- Responsible for an array of project activities including initializing and planning, developing project cost structure, tracking and reporting project deliverables, managing risk, applying project management processes and tools and ensuring projects are completed on time, within budget and with high customer satisfaction.
- Intervene during project execution, evaluate the project strategy with the project team and adjust delivery strategy when project or program progress, trends, and milestones.
- To formulate, design, construct proposal, cost case, presenting to senior leaderships and clients both opportunity approach and project strategy, and construct implementation plan for new client proposals (RFP or RFI), in conjunction with the Commercial and design teams.
- Collaborate with Sales to evaluate and manage new opportunities received from customers and support sales teams in the preparation and conduct of customer and bid defense meetings, ensure presentation focus and content effectively conveys project strategy and critical win themes. Attend and present at customer meeting, or bid defense meeting, as required.
- Heading the R&D division, where leaders in design / execution/ business are brought together to work on innovative methods that can be adopted in construction which translates to safer/profitable processes.

SUT Hospital (BR life group) - Kerala, India, Jan 16- Nov 17

Post held: Project Manager - ERP

- Worked with delivery teams and Hospital stakeholders to translate business requirements into ERP business solutions; including ownership of the requirements management process, including approval, communication and traceability.
- Installed best practice RAID with Lessons Learned to resolve problems and meet the programme deliverables to agreed timeslots. Built innovative and practical solutions to software and data issues, and built internal dependency matrix for work packages and staff.
- Controlled complete development life cycle for changes requests against milestones. Provided Proof of Concepts through to Prototypes and full detailed design through to coding, test as part of sprints and daily scrums within an overall waterfall PMP process. Using each programme management and software delivery method to produce speedy results with controls. Managed the Project Managers Team integration with Agile techniques.

Poioneer Qatar- Doha, Qatar, May 11- Dec-15

Post held: Project Manager– Business Development

- Responsible for overseeing and carrying out building energy efficient and sustainability projects for new construction and existing industrial, commercial, and residential buildings and facilities. Coordinate with facilities managers, building engineers, building operating engineers, and vendors to ensure that the highest possible energy savings are achieved and to ensure that each property maintains it.
- Research and evaluate options, present recommendations, and implement programs for reducing energy usage, related conservation programs, and their related costs, in support of clients overall business objectives.
- Monitor site projects, its needs and opportunities to develop implementation until project completion. Communicate status with stakeholders, and resolve issues in a timely manner.
- Ensures projects are completed according to time and budget schedules, and that objectives conform to line of business'

standards, operations objectives, user requirements and client's needs

- Manage scope, effort / cost, schedule, and quality, while continuously identifying and mitigating underlying risks.

Project Management Consultant(Freelance), Paris, France, July 09 – Jan 11

Post held: Project Coordinator(IT , Supply chain and Procurement projects)

- Manage the project plan, track progress, and cascade updates and changes to concerned Project stakeholders
- Check, measure and review project progress with project teams, stakeholders and PMO
- Manage changes in project scope, identify potential crises and devise contingency plans
- Provides leadership, coaching, motivation and strategic direction to the project teams

GE Healthcare, Paris, France. July 08 – April 09

Post held: Project process leader

- Managed and oversaw all IT projects, executed by the team which included application development and Maintenance, product customization and technology migration.
- Leading a team of 15 BA/Developer/Architects and offshore developers and testers. Using off-shore development teams for Java and .Net, but local in-house resource for ERP development. BAU teams in India and France concurrently went live for all applications
- Managing all aspects of reporting - Project Status Report, Dashboards including RAID management and reporting.
- Identify project risks and resolves project conflicts with affected management
- Plan and organise testing, reporting of issues, and retesting of resolved issues.

Valeo, Group Headquarters, Paris, France, Nov 06 – Sept 07

Post held: Group Supplier Quality Director Assistant

- Ensure that all high-consequence suppliers undergo a rigorous approval process prior to addition to the AVL, working with embedded Project Quality Teams and Engineering disciplines to investigate supplier quality issues/non-conformities and initiating supplier development plans to assist suppliers in the supply of their product/service.
- Track supplier quality performance measurements for suppliers (KPI's) and participate in supplier performance reviews.
- Analyse the results of Supplier Focus audit on the methods and the tools applied to the various sites of the Group.
- Follow up with branch SQA's to see all Quality Incidents are closed in Supplier Relationship Management tool
- Consolidation and Reporting of branch Supplier Quality Assurance performance and follow-up and analyses of Quality Indicators

Mideast Data Systems, Dubai, U.A.E. Aug 03 to July 05

Post held: Project Procurement

- Monitoring and controlling of material flow in projects (sourcing of materials, management of contractors, coordination of workflow, ensuring budgets and milestones are maintained)
- Negotiate and conclude ocean transportation arrangements with shipping lines, including the chartering of vessels, on either a short or long-term basis or conclude ad-hoc individual rate agreements;
- Maintain system for the control and maintenance of project documentation, which complies with financial audit standards as well as project closeout requirements.
- Optimization of Supply Chain Process flow between MDS and its International Suppliers

EDUCATIONAL QUALIFICATION

Sept 16 – March -17 – **Advanced Program in Strategic Management** (Indian Institute of Management (IIM) , Lucknow, India)

Sept 05- April - 09 - **MS in Project and Program Management** (SKEMA, Paris Campus, France)

Sept 01-Sept 02 - **MBA** (University of Cardiff, Wales, United Kingdom)

March 97- July 00- **BBA** (University Institute of Technology, Kerala, India)

OTHER SKILLS AND COMPETENCIES

IT Skills – MS Project, Open Work Bench, Mind Manager, Visio, Working knowledge on SAP and Business Objects, MS Office.
Member of: Project Management Professional (**PMP**) by **PMI**, Interim Cost Consultant (**ICC**) by **AACE**, **P2M** by Project Management Association Japan, **Prince 2** (Foundation) **Six Sigma Yellow Belt**, Certified Scrum Master (**CSM**).
Language Skills -**English** – Fluent, **French** – Basic, **Hindi** – Fluent.