RAVINDER ASHOK KAKDE

Executive Vice President — IT Project & Delivery

ravinderkakde@gmail.com | +91-8121864440 | Pune, India
linkedin.com/in/ravinderkakde | US Visa: B1/B2



EXECUTIVE SUMMARY

Delivery leader with 19+ years in IT services and software consulting — ADP Pvt Ltd, Columbus Global, Kensium Solutions and now Valethi Technologies (A Saicon Company) — owning end-to-end delivery for portfolios of external global client accounts. As Executive Vice President I am accountable for a **~USD 15M annual delivery portfolio** spanning **five strategic international accounts and 500+ professionals**, with full ownership of delivery performance, commercial health (revenue, gross margin, utilisation, bench), CSAT and account growth. My career began hands-on in engineering and progressed through PMO, programme and delivery leadership. Strong across ERP, cloud and eCommerce delivery, managed services, and AI-enabled / AI-native delivery; executive governance, QBRs and escalation recovery; and presales solutioning, estimation and RFP / SOW — with on-site client delivery experience in the UK and the US.

SELECTED IMPACT

- **Own a ~USD 15M annual delivery portfolio across five strategic international client accounts and 500+ professionals** — accountable for delivery performance, commercial health and the customer relationship end to end.
- **Run the portfolio to number:** ~95% on-time delivery, client escalations down ~40%, attrition under ~8%, and protected delivery margin through estimation discipline, quality gates and a firm governance cadence.
- **Reverse-transitioned 10+ programmes from UK client sites to India** at Columbus at 20–25% cost efficiency with a stable, low-escalation run state — delivered with extended on-site periods at UK client sites.
- **Embedded AI into client delivery** — estimation, risk and the SDLC — for a 15–20% productivity gain, and shipped AI-enabled products (business intelligence, compliance automation) into client operations.

PROFESSIONAL EXPERIENCE

Oct 2021 – Present
Hyderabad, Pune & Nagpur

Executive Vice President — IT Project & Delivery, *Valethi Technologies (A Saicon Company)*

- Accountable for a portfolio of **five strategic international client accounts** — **~USD 15M annual delivery revenue**, **500+ professionals** across three delivery locations — with end-to-end ownership of delivery performance, commercial health and the customer relationship.
- Own the **commercial health** of the portfolio: revenue protection and predictability, gross-margin management, utilisation, delivery pyramid and bench; established the commercial and delivery governance behind it.
- Run delivery to number: **~95% on-time**, client escalations down **~40%**, attrition under **~8%**, and a **15–20% productivity gain** from AI embedded in estimation, risk and the SDLC.
- Lead **executive governance** with senior client stakeholders — QBRs, steering committees, CSAT management and critical escalation recovery; identify delivery risk early and lead recovery plans.
- Support **account growth and presales** with client partners and sales — solutioning, estimation, RFP and SOW inputs, case studies; partner with practice leaders to drive transformation programmes to measurable outcomes.
- Built and shipped enterprise products into client operations from concept to go-to-market — Shophub (e-commerce), SPARK (merchandising), Proscape360 (RFP-to-invoicing operations), SmartView (business insights) and VACT (accessibility, security and trust compliance), among others; **drove ISO/IEC 27001:2022 and Great Place to Work certification.**

Aug 2024 – Jul 2025
Global

Key Associate, Global Key Associate Forum, *YPO (Young Presidents' Organization)*

- Selected into an internationally diverse YPO Key Associate Forum of senior leaders — monthly confidential peer-advisory sessions plus an in-person global retreat, gaining direct exposure to and mentorship from international CEOs and senior executives on leadership, strategy and high-stakes decision-making.

Jan 2019 – Sep 2021
Hyderabad

PMO & Delivery (India), *Kensium Solutions* — Acumatica & eCommerce services

- Led delivery and the India PMO for Kensium's global Acumatica and eCommerce client engagements — governance cadences, estimation, SOW and change control, risk tracking — scaling a growing delivery organisation with a single, real-time view of pipeline, capacity and delivery health, working to a US engagement model with the US teams.
- Tightened **margin control and reduced revenue leakage** from unbilled scope; implemented portfolio and project tracking (MS Project Server, Power BI, SharePoint, Projector, TMS) for leadership and

client reporting.

- Directed ERP (Acumatica) and eCommerce projects from initiation to go-live and support transition; co-owned resourcing and capacity planning with Delivery Directors and HR; authored the Kensium PMO Guide.

Oct 2014 – Jan 2019 — Hyderabad & Nottingham, UK

Global Delivery Lead | Technical Project Manager, *Columbus Global* — Microsoft Dynamics ERP / CRM consultancy

- Led delivery of **UK and European ERP / CRM client programmes** from the Hyderabad delivery centre (100+ across development, test and technical streams), and transitioned **10+ programmes** from client sites to India at **20–25%** cost efficiency with a stable, low-escalation run state.
- Spent **extended on-site periods with clients in Nottingham, UK** — partnering with client project directors on scope, estimation, resourcing, budget and risk for multi-stream programmes.
- Standardised delivery artefacts and quality gates in line with Columbus' global PMO; coached PMs in agile practice and offshore collaboration. **Employee of the Year 2017**, Columbus Global (UK).

Jun 2014 – Sep 2014 — Hyderabad

Project Coordinator — PMO, *NGA Human Resources*

- PMO support for HR technology and services projects — schedules, RAID tracking, progress reporting and milestone sign-offs.

Sep 2010 – Jun 2014 — Hyderabad

Senior Team Member — Implementation (PMO), *ADP Private Ltd.*

- Implementation PMO for Tax and Health Care deployments to global clients — project plans, schedules, milestones and critical sign-offs, line-item budget reconciliation to the general ledger, and MIS / PMO reporting.

Jun 2007 – Feb 2010 — Hyderabad

Data Engineer, *Telemart Shopping Network Pvt. Ltd.*

- Built and maintained data pipelines consolidating sales, customer and inventory data into centralised reporting databases.

ACADEMIC DETAILS

2010

Bachelor of Computer Applications (BCA)
Osmania University
7th rank holder for the 2007–2010 batch

CORE COMPETENCIES

- Multi-account delivery ownership (200–500+ people)
- Delivery risk identification, recovery & turnaround
- ERP, cloud & eCommerce delivery; managed services / ITSM
- Talent capacity, delivery pyramid & bench management
- Commercial delivery — revenue, gross margin, utilisation, bench
- Presales — solutioning, estimation, RFP / SOW
- AI-enabled & AI-native application delivery
- Agile / SAFe / hybrid delivery
- Executive governance, QBRs, CSAT & escalation recovery
- Account growth & delivery-led expansion
- Transformation programmes to measurable outcomes
- Global stakeholder & matrix-organisation leadership

CERTIFICATIONS

- Certified ScrumMaster (CSM)
- PRINCE2 Foundation
- Certified SAFe 5 Agilist
- Microsoft Certified Technology Specialist / MCP (ID 6505295) — certified since 2008
- PRINCE2 Practitioner
- GNIIT (Software Engineering), NIIT — 2011

AWARDS & RECOGNITION

- Employee of the Year 2017 — Columbus Global (UK)
- "Give It a Fresh Thought (GIFT)" Award — best innovation / creative idea

CAREER TIMELINE

Oct 2021 – Present — **Valethi Technologies (A Saicon Company)**, Hyderabad / Pune — ***Executive Vice President — IT Project & Delivery***

Aug 2024 – Jul 2025 — **YPO Key Associate Forum**, Global — ***Key Associate***

Jan 2019 – Sep 2021 — **Kensium Solutions**, Hyderabad — ***PMO & Delivery (India)***

Oct 2014 – Jan 2019 — **Columbus Global**, Hyderabad & UK (Nottingham) — ***Global Delivery Lead / Technical Project Manager***

Jun 2014 – Sep 2014 — **NGA Human Resources**, Hyderabad — ***Project Coordinator — PMO***

Sep 2010 – Jun 2014 — **ADP Private Ltd.**, Hyderabad — ***Senior Team Member — Implementation (PMO)***

Jun 2007 – Feb 2010 — **Telemart Shopping Network Pvt. Ltd.**, Hyderabad — ***Data Engineer***