

Dynamic & Energetic Professional with Multiple Skills and Proven Record of Accomplishments



"I always strive to be perfect and be best in what ever I do"

Deepak Pareek

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Nationality: Indian, **Date of Birth:** 7th September, 1976

A Brief Snapshot

Creative forward-looking strategist capable of translating business challenges into opportunities. Expert with extraordinary insight and proficiency in synthesising strategies into actions & quantifiable results, armed with education in Engineering {Electronics}, Business {Strategy}, Economics {Planning} and always looking for areas of improvement.

Extensive experience in dealing with top private, multinational, multilateral, regional, international, non-government and government organisations. In depth knowledge of both Public and Private Sectors. Very effective in networking & relationship management.

Expert in Information Technology with extensive knowledge all across the system life cycle {from idea to result}. Authority in Enterprise and Financial Technology. Assisted various top institutions in their vision to achieve technology freedom.

Provided inputs for Change Management, Organisation Development and Policy Issues to some of the most Innovative, Respected and forward looking Organisations..

Time tested Business, Technology, Resource, Information, Knowledge, Process, Change and Strategic Management skills.

Extraordinary leadership qualities, energy, desire to learn, adaptability, sharp observation, innovation, commitment and analytic thinking saw me rise up the corporate value chain becoming more effective and responsible.

World Bank, African Development Bank and Asian Development Bank empanelled Management & Technology Consultant, affiliated to Institute of Management Consultants. Reputed Journals and web sites have published articles and papers I authored on Information Technology & Knowledge Management.

Among first few to be certified by Asian School of Cyber Law.

Presented and spoke regularly on topics related to *Information Technology, Media & Communication* at globally reputed platforms like UNO, WBG, British Council, CBI, Nasscom, DFID, ILO, WHO, SAARC, AfDB, AITEC, AsDB and various NGO based across Asia.

Delivered Keynote addresses and workshops recently at events like *"ITFINANCE AFRICA 2003, Internet World, Hong Kong and Institute for Development and Research in Banking Technology (IDRBT)"* to mention a few.

A winner with "never say die" attitude every organisation would like to have in ranks.

Values and Believes

Information: People have a right to information which enables them to take actions about issues concerning them according to their own circumstances, values, cultures and beliefs.

Leadership: Real leadership is not about position, it's about action. Greatest privilege of leadership is the chance to elevate lives.

Objective

Present: To work in senior management for a Dynamic and Ethical organisation, Which encourage desire to provide Best, First and Always to all Business Partners.

Career: To be a learner in all situations. To use skills and experience to enhance productivity of hard work. To reach highest corporate level by banking on Honesty & ethics, Frugality & efficiency and lastly Alertness & preparedness.

Business Philosophy

Know "Them", Believe in "I", and Win for "Us".

Academics

Education Qualification

Bachelor of Engineering in Electronics with specialisation in Telecommunication & Information Technology, from Regional College of Engineering, (Now called NIT) among top colleges in India.

Post Graduate Diploma in Business Management, with specialisation in Strategic Management from Regis University {USA}.

Advance Diploma in Information Technology – Equivalent to Masters in Computer Application with specialisation in System Management from American Institute of Computer Sciences.

Advance Certificate Course on International Business, from Indian Institute of Foreign Trade.

Other Professional Courses

Executive Program in Project Management, Content & Knowledge Management, Process Re-Engineering, Relationship Management in e Environment, CRM 3600, Business Research, E Biz, Problem Solving Approach, Team Building & Commitment to name a few.

Various Certifications from Microsoft, APC, Honeywell, CBI, CA, Cisco

Skills & Competencies

Key Competencies

Sector Exposure – Development & Multilateral Institutions, Banking, Financial Services, Information Technology, Consulting & Advisory Services, Infrastructure, Government, Non-Government & Private Sector, Institutional & International Business

Technical Exposure – System Design & Integration {SDLC, RAD, GAP, ROI, TOC}, Smart Card, Biometrics, Networking, Internet- Web-& Wireless Technology {J2EE, ASP, CS, UML, e & m Com}, Enterprise & Financial Technology {ERP, dB, SCM, Portal, Messaging, STP}, Security {SSL, WAP}, Risk & Continuity Solutions, IT Infrastructure {PKI, WTL}.

International Business exposure to SAARC, Asia Pacific, Mid East, North East Africa

Languages Known – English, Hindi, Urdu, French, Spanish, Gujarati, Punjabi.

Qualities & Skills

Personal Qualities - Self-starting, Effective, Pragmatic, Assertive, Creative, Flexible, Versatile, and Highly Motivated team professional with Positive Attitude, Leadership Qualities, and Pleasant Personality

Business Skills - Well-travelled, experienced in working with multi-geographic teams, exposed at various levels of organisational hierarchy, multiple sectors, and functions with Good Communication, Networking, Presentation, and Negotiation skills

Experience & Responsibility

Experience

Professional with experience, skills, qualities and attitude every organisation must have in its people to move from ordinary to extraordinary.

- **FinaTech, Principal Consultant, Jan 2004**
- **Tata Honeywell, India, Head – Strategic Planning, Jan 2001 to Jan 2004**
- **Export Import Bank of India. Chief Manager, Jan1999 - Jan 2001**

Responsibilities

Leadership & Man management: Provide leadership and vision. Provide overall strategic context and leadership for appropriate planning. Ensure that effective management structures are in place. Encourage a working environment that promotes creative thinking and assists staff to achieve their full potential. Manage and build a highly effective and motivated team of specialist staff. Recruit staff, develop offices and appropriate representations.

Business Development & Pre Sales: Identify Research, Create, and Present new business opportunities and ideas that will contribute to the business growth in Banking Financial Services, Corporate and Government Domain. Provide management strategic inputs. Source, structure, negotiate, and close business deals.

Strategy & Analysis: To articulate corporate strategy, technology directions, and road maps. Analyse concepts and IT solutions for success across different functional area, sites and companies. Correctly analyse end user requirements and put them in the correct perspective, manage business goals for long term as well as short term.

To work for developing an effective Product & Marketing Strategy. Drive growth & efficiency. Conduct ROI, TOC, and GAP Analysis, to suggest best IT framework. Develop end user experience improvement strategies.

To manage enterprise IT strategy across the life cycle: Initial Analysis, Scope, Process Review, Design & Architecture, Vendor Selection, Implementation, Delivery and finally Periodic Monitoring.

Technology Assessment: Identify Research, Create, and Present new cutting edge technology and concepts that will contribute to competitive advantage hence the business growth. Provide management strategic inputs on technology directions, process improvement, and associated benefits. To articulate enterprise technology road maps, IT strategy and implementation cycle.

Identify potential vendors and partners. Decide among available technology and vendors. Monitoring, nurturing and facilitating vendors. Assist quality initiatives like Six Sigma, TQM and ISO.

Client Relationship Management: Develop customer experience improvement strategies. To set delivery timelines for the project and ensure that they are met. Relationship building with customer organisation. Appraising, monitoring, nurturing and facilitating clients by providing value addition at all stage thru strategic inputs to build-up their business. To ensure client satisfaction at all times.

Product Development: Planning product strategy, Taking inputs from engineering teams for product evolution based on technology. Taking inputs from customers on expectations inputs from sales and marketing teams on industry trends. Co-ordinating with various dept. for implementation of product plans.

Knowledge & Intelligence: Source, Analyse, Present and efficiently manage information. Building & Refining Knowledge Base of the company.

Risk Management: To ensure that the client process is running smoothly at all times and if not, necessary steps are taken to ensure that things are brought back on track. Suggest Plans for continuity and disaster management.

Awards & Achievements

Representations at various platforms of repute like IT.Com, Bangalore, ITC – Nasscom, Indian Banking Association, CII, FICCI – IT Initiatives etc., which helped in generating quality relationships.

Awarded by "General Electrical {GE}" for extraordinary efforts as part of Honeywell – GE consortia, which bagged multimillion-dollar project.

Worked as Consultant with various NGOs, Development institutions and Associate Member of Institute of Management Consultants.

Invited as "Keynote Speaker" for FINANCE IT AFRICA 2003 & INTERNETWORLD, Hong Kong.

Invited for "Keynote Address and Workshop Presentation" at 1st International Conference on E-business and Telecommunication Networks.

Invited regularly as "Expert and Speaker" by Institute for Development and Research in Banking Technology (IDRBT).

Distinction of writing papers referred by World Bank and United Nations in policy making.

Distinction of writing various award winning Books, Articles and Business papers for CIO, Consulting Base, Bank Tech, Banker, WSJ, FT, Strategist, The Manager, Research & Markets, Wireless World Expert Magazine, IT ToolKit, Global Knowledge.

[Some Publications](#)

An overview of Technology - Indian banking System.

Infrastructure Management "Key to Successful E Biz".

Mobile Banking "Everyone is Invited".

Vision of Indian Telecom Sector 2020

Occasional papers on e-Com, Security, Straight Through Process, Wireless, and Enterprise Solutions.