

Vinay Hampiholi

Profile: Senior leader, with more than thirty years of experience in the space of Enterprise architecture, , Pre-Sales, Delivery of Enterprise Class Solutions in India and overseas. A dedicated professional with excellent all-round skills. Excellent knowledge of business processes across industry covering the entire value chain. Managed large projects involving leading technologies and running across multiple global locations.

Worked extensively across Manufacturing, Retail, Distribution, Telecom, Financial Services space, addressing the business issues centered around financial management, supply chain management and customer service management. Adept in Cloud technologies and applications, with more than two and half decades of work experience with leading OEMs like, Oracle, SAP and Microsoft.

A highly motivated individual who works equally well unsupervised as a leader or as a team member. An experienced individual with hands on experience in all facets of Enterprise Architecture in the area of SaaS, PaaS and IaaS handling Business development Pre sales, Solution Design. Highly competent in managing the Executive Relationships and continuous learner

Key skill sets.

*Supply Chain Management Solution
Enterprise Architecture
Digital Transformation
Analytics and Business Insights
Program Management and Customer Success Management
Executive Relationship.*

Present Employment:

ORACLE INDIA PVT LTD
(From Oct 2011- TILL DATE)

Role: Account Director – Strategic Accounts (From Feb 2022 – Till Date)

Responsibilities:

- Responsible for Sales of Oracle Cloud Applications.
- Business development in the manufacturing space around Supply Chain Areas
- Ensure Customer Success and increase cloud adoption
- Develop Solutions and Sales Play around Supply Chain Areas.

Role: Chief Customer Architect. (From Dec 2018 – Feb 2022)

Responsibilities:

- Business and Enterprise Architecture ownership for large transformational deals
- Generation of leads and business development in the manufacturing space.
- Ensure Customer Success and increase cloud consumption and adoption
- Develop and curate cloud architectural patterns/artefacts in the area of Supply Chain

Role: Director Solutions – Supply chain Management Applications (From Oct 2011 – Dec 2018)

Responsibilities:

Resume of Vinay Hampiholi

- Value based, consultative selling of Oracle Cloud Applications Portfolio with specialization around Cloud based ERP.
- Demand Generation and progressing of the sales pipeline to closure
- Key Account Management – Responsible for large Transformation deals across Lines of Business.
- Responsible for Overall Solution Architecture.
- Value Creation and demonstrate Value Realization for Customers around Oracle Cloud Applications and Technology products
- Ensure successful implementation of Oracle Cloud Solutions and renew Cloud subscription

Achievements: Managed large accounts and closed multi- million-dollar opportunities across key clients like Hindalco, Cummins, Aditya Birla Retail, Thermax, Bajaj Group, Idea Cellular etc. Managed to win prestigious ERP tenders at MSRTC, MMRC, and various State power corporations.

Previous Employments in the reverse chronological order

SAP INDIA PVT LTD.

(From Dec 2010 – Sep 2011).

Role: Client Partner - Responsibilities.

- Responsible for Sales of Consulting Services, profitability and Revenue to Key Accounts of SAP
- Consultative, Value based selling of SAP services
- Manage executive relationship at top Industrial Houses in India
- Articulate SAP's future solution roadmap
- Part of the delivery/PMO to ensure smooth revenue flow and customer satisfaction.

Achievement : Successfully closed the prestigious deal for SAP implementation at Reliance Industries Limited in 2011.

FREELANCE CONSULTING AND ADVISORY SERVICES IN ERP with implementation partners..

(From April 2009 – Nov 2010)

Worked as a freelance consultant, providing sales and solution support to the ERP OEM partners for the business development in the manufacturing and supply chain management. I worked as a Senior Advisor to partners of leading ERP solution.

Worked as an advisor to customers to define their IT strategy, solution selection , business process re-engineering and implementation.

MICROSOFT CORPORATION (INDIA) PRIVATE LIMITED Mumbai

(From Mar 2007 – Apr 2009)

ROLE : Partner Account Manager –Solutions(Application Platform).

Responsibilities :

- Partner Eco system Management in the area of Application Platform
- Advisory services on Partner Solutions Architecture
- Recruitment and Development of Partner (ISVs & Sis)
- Build and Manage the partner pipeline.
- Responsible for Revenue from Application Platform software.
- Successful implementations of partner driven projects.

Achievements: Managed tier 1 partners like TCS, Wipro, HCL etc. and managed ISV partners to develop solutions on Microsoft Application platform.

ORACLE INDIA PRIVATE LIMITED. Mumbai
(From Jan2001 – March 2007)

ROLE: Senior Solutions Manager Presales - Supply Chain Management Applications

Responsibilities

- Responsible for positioning and designing solutions around ERP suite of products.
- Solution architecture - Lead the solution team in proposing solution value and incorporate leading business practices.
- Part of the steering committee to ensure smooth implementations at the customer sites.
- Implementation Audits and Health Checks.

Achievements at Oracle:

- Responsible for closing Large Applications Deals at Lakshmi Machine Works, Maruti Udyog Limited,Hindalco, , Punj Lloyd, Aurobindo ,pharma,Kirloskars, Shree Cements,Ballarpur Industries,Thermax,D-Link, Hindustan Copper Limited,Cummins, TTK pharma, SRF etc.
- Awarded the best Sales Consultant for the Asia Pacific Region on multiple occasions.
- Successfully started and incubated the Oracle Clinicals practice in India. Successfully closed 12 large deals like Ranbaxy,Reliance Lifesciences, Cadila, Manipal Acunova,
- Introduced Oracle EAM in the Asia Pacific Region. Picked up the first large deal for EAM and involved in the successful implementation of the first EAM sites in India. Closed more than 30 EAM deals in the first three years of its introduction.
- Selected for Club Excellence Award three times.

SIEMENS INFORMATION SYSTEMS LIMITED (Now Atos) Bangalore
(From Feb 1998 – Jan 2001)

SISL Is a leading software and consulting house in the country and national partners for implementation of SAP. SISL is the largest implementers of R/3 solutions in South Asia with more than 500 successful implementations all over the world. The services offered includes, project management, business consulting and technical consulting in the area of R/3 implementation. SISL was instrumental in developing the localization components of SAP R/3 in India.

Role : Senior Project Manager. SAP R/3 Implementation

Responsibilities handled as a Senior Project Manager,

Project Management
Expert Advisory Services around Supply Chain Solutions
Team Management
Client Relationship Management

Projects handled at SISL

Dr. Reddy's Laboratories. (May 1998-July 1999)

Role : Project Manager – SAP Implementation

Cheminor Drugs Limited (Now part of Dr. Reddy's Lab) (Dec 1998 – May 1999)

Role : Project Manager - SAP Implementation

Bharat Petroleum Corporation Limited : (Oct 1999- Sept 2000)

Role : Lead Consultant Plant Maintenance Module.(part of SAP India's team)

Resume of Vinay Hampiholi

Kirloskar Electric Company (Feb 1998 – May 1998)

Role : Lead Consultant for SAP Plant Maintenance Module

RAMCO SYSTEMS: (Sep 1995 – Feb 1998) New Delhi

Ramco Systems is a leading software product company involved in the development and implementation of ERP solutions. The flagship ERP product has been implemented in several hundred sites in India, US, Switzerland and SE Asia.

Role : Business Analyst ERP:

Worked as Implementation consultant for Maintenance and Materials functionalities across leading manufacturing industries in India and overseas.

Projects Handled :

Faber Mediserve. Malaysia

Radicare Sdn Bhd. Malaysia

JK Tyres

DCM Sriram

JCT Limited

WIPRO FLUID POWER (Wipro Infrastructure Engineering Now) Bangalore (Feb 1991 – Sep 1995)

Role : Engineer – Production and Plant Engineering.

Wipro Fluid power is high precision engineering company engaged in the business of manufacturing precision hydraulic systems and cylinders. This company is a part of the WIPRO Limited. Hydraulic systems are exported to US, Europe and Japanese markets.

Responsibilities : Managing the entire supply chain operations for the business. Ensuring Quality, production and maintenance of the equipment and plant to deliver business results. Introduced computers in the planning function of production and plant maintenance. Actively involved in obtaining ISO Certification. Shop floor Management. Worked extensively on introducing systems in supply chain, maintenance, materials and production area.

Personal Details.

Full Name	Hampiholi Vinay Kumar Gangadhar.
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Academic Qualification	Bachelor of Engineering in Mechanical Engineering (Year 1990 Bangalore University.)