Valmeti Srinivas

Location: Dubai, United Arab Emirates
Mobile: +971 564627934
E-mail: srinivasvalmeti@gmail.com

Senior Management Professional

Snapshot: Exceptionally talented senior business professional skilled to deliver outstanding results in competitive environments, seeks a career in Data Science & Analytics domain.

Profile Snapshot

27+ Years of Experience in Business	50+ Data Science Related Course Certifications	Value Deliverance
• 22+ Years in GCC • 2.5 Years in Govt • 5 Years on Govt related projects • ICT Industry • Business Development, Consulting, Sales, Operations & Projects	• HarvardX Data Science Professional • DataCamp Data Scientist – R & Python • DataCamp Machine Learning Scientist – R & Python • DataCamp Big Data in R • SAS Programming Essentials • ISACA CGEIT, CRISC, COBIT5 & CSX	• Thinking • Planning • Actions • Leadership • Business acumen • Governance & management • Exceptional track record

Data Science Work Reference Links

Check my notebooks on Kaggle, Reports on RPubs & Project works on Github:

https://www.kaggle.com/valmetisrinivas/code?userId=3761209&sortBy=dateRun&tab=profile&privacy=public
https://rpubs.com/VSrinivas/
https://github.com/valmetisrinivas/

Executive Summary

√ High calibre, enterprising, dynamic management professional with 27+ years of rich leadership experience in the Information & Communication Technology (ICT) sector, principally in the Middle East.

√ Extensive senior level executive management experience in strategic planning & management and business development & operations including acquisition and execution of large value ICT system integration projects.

√ Skilled in tracking markets, identifying opportunities and building partnerships with international players to offer a competitive & comprehensive portfolio of products & services to clients across diverse verticals.

√ Competent in formulating business frameworks, models, processes, plans and budgets and building & leading teams capable of delivering consistently high levels of performance and productivity.

√ Deft in building & sustaining productive relations with all internal & external stakeholders, resolving bottlenecks & conflicts to deliver business plan/ all project objectives.

√ Proven ability to plan, organise, staff, execute and control large, complex project to deliver objectives and value to stakeholders

√ Proactive, achievement driven professional with strong work ethic, integrity and excellent communication, problem solving, decision making, planning & execution skills.

Data Science Skills

- Data Manipulation
- Data Visualization
- Supervised & Unsupervised Learning
- Machine Learning with Tree-Based Models
- Cluster Analysis
- Working with Dates and Times
- Extreme Gradient Boosting
- Dimensionality Reduction
- Machine Learning for Time Series Data
- Feature Engineering for Machine Learning
- Deep Learning & Convolutional Neural Networks
- Natural Language Processing
- Image processing
- Sentiment Analysis

Data Science Platform Familiarity

- Pandas, Numpy, Tidyverse
- Scikit-learn, Caret, Keras, Tensorflow, XGBoost
- PyTorch, PySpark, SparklyR
- Matplotlib, Seaborn, ggplot2, Trelliscope
- Anaconda, Jupyter, SQlite

Professional Certifications

- HarvardX Data Science Professional Certificate (9 courses) in R. Scored approx. 94% marks. Courses included Machine Learning, Data Visualization, Probability, Inference & Modelling, Linear regression, Productivity Tools & data Wrangling, apart from R language & 2 Capstone projects.
- DataCamp certified Data Scientist in R (22 courses) and in Python (26 courses)
- DataCamp certified Machine Learning Scientist in Python (23 courses) and in R (15 courses)
- DataCamp certified Big Data in R & Deep Learning in Python
- Certified in Risk and Information Systems Control (CRISC), ISACA
- Certification in Governance of Enterprise IT (CGEIT), ISACA
- COBIT 5 Foundation, ISACA
- Cybersecurity Nexus (CSX) Fundamentals, ISACA
- Programming Essentials, SAS Statistics, R101, IBM Block Chain Foundation, Data Science Fundamentals, Methodology and Hands-on with Open Tools, etc.,

Areas of Core Competencies include...

- Data Science & Machine Learning – data exploration, manipulation, analysis, modelling, classification, prediction & reporting using "Python" and "R"
- Goals Cascade – Strategic to Tactical to Operations
- Budgets & Forecasts
- Predictive & Sustained Results
- Value Deliverance/ Benefits Optimisation
- Enterprise Information & Communication Technology sales
- Program/Project/ Portfolio Management
- Channel Sales & Direct Sales
- Business & Management Consulting
- IT Business Growth Drivers - In-country Value
- Enterprise IT Governance & Risk Management
- Business Development, Sales & Marketing
- Strategic & Operations Planning & Management
- Go to Market Strategy & USP Development
- Cash Flow, Top and Bottom Lines
- Value add – Cross Selling & Up Selling
- Key Account Management
- Product Portfolio Management
- Process Development and Optimization
- Team Building, Enablement & Leadership
- Principal/ Partner Management

Professional Experience

HCL Muscat Technologies LLC │Oman │ December 2016 – January 2020

HCL Technologies helps global enterprises reimagine their businesses for the digital age. Through innovative technology solutions built around Digital, IoT, Cloud, Automation, Cybersecurity, Analytics, Infrastructure Management and Engineering Services, amongst others, HCL solves complex business problems for its clients.

Associate General Manager

Reported to: Operations Director & Associate Vice President

Information Technology Authority │Oman │June 2014 to Aug 2016

ITA is responsible for implementing national IT infrastructure projects and supervising all projects related to implementation of the Digital Oman Strategy while providing professional leadership to various other e-Governance initiatives of the Sultanate. https://www.ita.gov.om/

Consultant – Business Development

Reported to: Deputy CEO – Operations & DG – Digital Society Development Division

Mustafa Sultan Telecommunications Co LLC (MST) │Oman │May 2012 – April 2014

MST is a leading provider of converged communication solutions – voice, data & video – for Oman's business & communication needs http://www.mustafasultan.com/

Business Unit Head – Enterprise Information & Communication Technology Business

Reported to: General Manager, Team size: 19

Fakhroo Information Technology Services WLL (FITS) │Bahrain │December 2003 – April 2012

FITS provides complete IT solutions, network infrastructure, technology & human resources to meet client requirements. http://www.fakhroo.net/

Head – Sales & Marketing

Reported to: General Manager Team size: 35

Zawawi Business Machines LLC (ZBM) │Oman │December 1997 – December 2003

ZBM is a leading one stop for IT solutions in Oman providing customers with IT solutions, network infrastructure, technology & human resources.

Sales Manager

Reported to: General Manager Team size: 8

Early Work Experience

- **Pertech Computers Ltd**, Bangalore India, **Area Sales Manager**, September 1994 – December 1997
- **Zenith Computers Ltd**, Bangalore India, **Senior Marketing Executive**, March 1994 – September 1994
- **Essen Computers Ltd**, Bangalore India, **Marketing Executive**, August 1992 – March 1994

Education

- **MBA – Marketing & Systems Management**, School of Business Management, Sri Venkateswara University, Tirupati India, 1992, First Class
- **B.Tech – Electronics & Communication Engineering**, College of Engineering Anantapur, Jawaharlal Nehru Technological University, 1988, First Class

Professional Memberships & Trainings

Professional Memberships

- **ISACA** – Member
- **Toastmasters International** – Member – won several awards including Silver Tongue & Toastmaster of the Year

Trainings

- Sales training & certification from ICT vendors – Cisco, Sage, ACL, HP, Microsoft, Unisys, many others
- Several IT industry related seminars & workshops

Personal Information

- Date of Birth: 9 August 1967
- Languages: English, Arabic (basic), Chinese (basic), Hindi & Telugu
- Nationality & Passport: Indian