

Bhushan H. Sethi

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Summary:

Professional with 20+ years of international leadership, management experience accompanied with strategic planning skills and industry vision across Business, Operations and IT. As Head of Operations (GI), managed responsibilities of Supply Chain, margins improvement and built governance models for 1000+ staff operations with a USD 50M+ P&L. Industry experience spans across Financials, Pharmaceutical, Entertainment & Auctions.

As a philanthropic interest, successfully lobbied the United States Congress as Vice President and Head of Congressional Communication to the Immigrants Support Network towards refining H1-B legislation. Led efforts to represent issues within the US immigration law to the White House, U.S. House of Representatives and Senate, directly resulting in Bill 'AC21' being signed in to law by President William J. Clinton in October 2000, benefiting half a million hi-tech workers.

Good Will Ambassador to Project Tiger, Conservation/Sustainability catalyst.

Passion for helping business, social, sustainability & any turnkey initiatives to succeed by providing efficient, comprehensive, sustainable & well-rounded solutions to stakeholders across all engagements.

Specialties: IT Strategy, Operations Management, IT Application Development & Management

Experience:

Founder, MAI Consulting Services (December 2008 - Present)

Developed a metrics based OE (operating efficiency) platform-product/solution to help organizations manage their OE & business processes better towards improving MARGINS, EoBo. It includes best of breed approaches that help increase efficiency across the entire business spectrum. This is achieved by creating and linking sector specific operational metrics to financial metrics and monitoring them via bespoke dashboards at all levels of the organization. Its various metrics and dashboard components help manage all aspects of CAPEX & operation costs against budgets and empower employees to deliver better and improve their functional areas with incorporating relevant changes. Once the organization is geared towards efficient operations, it frees up a lot of resources and employee time, thereby helping employees and the leadership team focus on core activities & revenue generation thereby directly increasing shareholder value and customer satisfaction.

Assessments with IT & Animation solution providers/businesses to synergize strengths towards solutions marketing. Engagements with various organizations to determine ROI & industry specific insights. Extensive past consulting experience since 1994 with General Electric, AVIS Europe and Viacom helps fine tune product to any industry sector.

Head, Global Operations at Patni (April 2007 - November 2008, ~ 1 year 9 months)

As Head of Global Sourcing & Operations for a USD 50M+, 1000 staff software delivery vertical, managed responsibilities of hiring, operational governance, supply chain & costs control within a 14,000 strong company.

Growth Industries a vertical catering to Retail, Utilities, Logistics with 40 global customers. As part of the leadership team, responsible for global operations, supply chain, growth planning, budget & costs, CAPEX, utilization, operational SLA's and gross margins for 1000+ staff. Consistently supported growth & achieved quarterly operational targets thereby increasing top line and improving margins. Quarterly performance presentations with the Strategic Business Unit (SBU) Head to the Group CEO & Board on operating and gross margins towards earnings and future operational performance guidance.

Assistant Vice President IT, Christie's (September 2002 - March 2007, ~ 4 year 7 months)

World's oldest and Europe's marquee auction house, headquartered in London with 32 offices worldwide. Managed & implemented business solutions. Lead Enterprise Architecture efforts for the organization.

- Involved in a turnkey role to help achieve strategic business goals for replacing existing legacy systems & helping build secure technology solutions
- Directly responsible for leading and managing EAI efforts across US and EMEA teams towards integrating global applications within the company for a 2000+ user community
- Interface with various Business sponsors to ensure ROI / increase shareholder value
- Co-ordinate Project planning and estimation for overall enterprise development
- Define the strategies for application development to ensure optimal system performance and risk mitigation
- Partner with major vendors like Gartner, Microsoft, SIEBEL, JD Edwards, Mercado and numerous others for best practices and best of breed industry solution/standards.

Achievements : Helped define and setup a Corporate EAI group. Oversaw and headed responsibility for building enterprise integration solutions.

Viacom, GCS Consultant (April 2000 - August 2002, ~ 2 year 5 months)

Senior Analyst Consultant for variety of IT systems across Showtime, MTV networks. Developed a variety of systems to help the business operations across Rights Management, Programming, Amortization scheduling.

Worked on a variety of Microsoft technology platforms to ensure best of breed high availability solutions.

Technical Project Leader, Software Associates International (May 1997 - March 2000, ~ 3 years)

Responsible of overseeing and developing multiple software products (Samples Management, Customer Resolution, Rep Roster) for the pharmaceutical industry implementing SLA's, FDA Compliance and other domain functionalities.

Multiple product implementations across clients like Pharmacia & Upjohn, Schering-Plough, J & J, Ortho McNeil, Abbott, Wyeth, Bayer, Hoffman LaRoche.

** Winner of team recognition awards from corporate management for 2 consecutive years across three client implementations.

Software Engineer & Onsite Project Co-Ordinator, GE-ODC/ Patni (July 1994 - April 1997, ~ 3 years)

As on-site project coordinator for offshore teams & main client representative in the US, successfully coordinated off-shoring 3 applications for the Client and eventual delivery and integration in to the business.

As software developer consultant to GE US & Europe and AVIS Europe. Involved in developing multiple systems across Fleet services, Retailer Financial Services etc. Developed a auto configuring, multi-lingual secure application layer for EUROPEAN systems that serves users across the EU based on their native language. Worked as member of the offshore GE-Team and developed applications in PowerBuilder-Oracle towards conversion of IBM mainframe based legacy systems (COBOL, IDMS/ADSO). Also took on additional responsibility as DBA for the development databases for these systems.

Project Trainee, TATA MOTORS/TELCO (July 1993 - June 1994, ~ 1 year)

Developed a Management Information System for Sales to generate consolidated reports for use by CFO and COO office. Conducted end user interviews and documented specifications for a management reporting system & a DSS for Telco's vehicle sales country-wide. Developed the system in Oracle and implemented it to the satisfaction of the Sales management team. This was as part of the Bachelor's curriculum.

Education: Bachelor's degree, Computer Engineering (1991 - 94) & Diploma, Industrial Electronics (1988 - 91)