



## **Rakesh Sinha**

Vice President & Business Leader, RvaluE Consulting

Rakesh possess a strong strategic leadership and execution capabilities with 12+ years of experience in the Business Consulting and IT/ITeS Industry. He **played vital leadership roles including Sourcing Advisory, Strategy Leadership, Program/Project Management, Service Delivery, Business Development and Leadership Development** across Finance & Accounts, Human Resource, Supply Chain & Logistics, Direct Marketing and Customer Service & Retention functions.

Rakesh has successfully led many customized strategic initiatives such as Business process transformation, location strategy, sourcing model strategy, **benchmarking**, and business process optimization/ performance enhancements etc. He **is a member of Management Council of Delhi Management Association and is actively engaged and invited in Industry forums to share Industry Trends in Business Process Services in Indian context.**

Rakesh has exposure to provide services to international and domestic clients across **BFSI, Manufacturing, Pharmaceuticals, Telecom, Retail, Technology domains encompassing multiple structuring models - Captive, Third Party, BOM, BOT and JV.**

Starting his career with Escosoft (IT arm of Escorts Group), he gained Business Process Services experience with Espire, and enhanced his service delivery and project management capabilities at Centurion Bank of Punjab and American Express, blending business, technology and people related projects. At RvaluE, he has made significant contribution to projects in vision planning for globalizing shared services, identifying process consolidation opportunities for over 1000+ FTEs, preparing business case, leading process migration/people transition and stabilization in SSC operations.

Rakesh has recently successfully managed the Sourcing Advisory role for a large Pharma Company to spin off their F&A SSC to select a BPO Major as a Service Partner, through a rigorous end to end process.

Rakesh is certified as an Authorized Evaluator by ITsqc of Carnegie Mellon University, USA to implement eSourcing Capability Model (**eSCM**), a global standard for Service Providers in the SSC/BPO & ITO space. He has been trained for BS 7799 and in Project Management Methodology (PMP). Rakesh is a Certified Trainer and Program Coach for the global leadership program from Canada.

Rakesh is energetic, has strong work ethics and comes with project management skills and strategic execution capabilities, with a passion to build collaborative teams and partnerships as needed to grow the client's operations/ business and realize greater value. He is a Bachelor of Information Technology and acquired business management skills from IIM Calcutta.