

SOUVIK MAJUMDAR

+91-9830092829 | smaju1978@gmail.com

PGDM, IIM Lucknow

2001 — 2003

B.Tech(Hons), IIT Kharagpur

1997 — 2001

Highlights

20 years of building products, teams, companies (0 - 1 Journeys)

13 years as an Entrepreneur in HR Tech, Education SaaS (peak MAU of 25k)

6+ Years in Enterprise Consulting with E&Y, HCL Technologies

Solo Founder, GroSum (HRTech, SaaS)

2014 — Present

Talent Management platform - 175 customers in 15 countries

- Product Strategy & vision - Conceptualized, designed and managed the core product from scratch.
- Go-to-Market: Conducting feature training and demo sessions with sales and support teams.
- Product Marketing : Evangelizing to create informative & effective engagement with the market through content marketing, events and videos.
- Customer Success leadership to manage online implementations and ongoing support.
- Partner Management - Identify, engage and build partner relationships to execute region specific Go To Market strategies

Partner, TuneSpray (Edtech – K12)

2009 — 2014

Responsible for Product Management, Operations & Finance at EdTech SaaS & Online Learning solutions for CBSE Schools

- Product Strategy & vision - Conceptualized, designed & managed the core product from scratch.
- Built and led a cross-functional team of engineers, designers, and sales representatives.
- Conducted user research and collected customer feedback to inform product roadmap and priorities.
- Customer Success leadership to manage online implementations and ongoing support.
- Responsible for recruitment, finance, administration and general operations

Senior Consultant, E&Y

2007 — 2008

Project Delivery & Consulting in Advisory Services

- Business Strategy Alignment & IT Planning/ Enterprise Applications strategy
- ERP Package & Implementation Partner Selection & Vendor Negotiations
- Program Management & Implementation Audits
- Reviewing business process controls, Optimize ERP enabled business operations & maximizing returns on ERP investments

Lead Consultant, HCL

2004 — 2007

Pre-Sales, Consulting & Project Delivery

- Lead consulting engagements – from initiation to closure of delivery.
- Bid Management for large multinational engagements
- Knowledge creation/management for the SAP Practice in Kolkata
- Business Planning & Resource Planning for HCL's Kolkata Delivery Center