**Nileshkumar Littleton, CO, 80124**

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**Career Summary**

Innovative Telecom/CMT, ICT, IOT Technology leader with a 21-year track record delivering impactful Programs, Tech-Sales, and Business Ops Management. **Renowned for 0-27M$ TCV,** spearheading a **large-scale Business Program transforming a Tier-1 Global Telco**, resulting in a **2X increase** in **OEM** **valuation**. Adept at managed services, GTM strategies, Bids/ RFXs Pricing, contract negotiations, legal terms, winning strategies, Commercial proposals, and leading cross-functional teams. Excels in Large Telco Key Accounts Management, Vendor/ OEM management & Customer Success roles.

**Career Highlights (Professional Experience)**

**Capgemini (Charter Communication Contract), Denver, CO | Product Owner, Business Analyst |** Oct 2023 – Jan 2024

* Spearheaded Wireline Network products management, optimizing business processes, and **reducing delivery time by 20%.**
* Validated Acceptance Criteria, ensuring DoD (Definition of Done) are met during demo & reviews.
* Translated & prioritized business and tech requirements into Epics, Features, and User stories, streamlining project execution using JIRA.

**Altop Energy LLC (Client: Intersoft Systems Inc, DEG), Houston, TX | Business Program Manager |** Nov 2022 – Sep 2023

* Led ICT, Digital, ERP, Private 5G, Industry 4.0, Cybersecurity, IIOT, Solar Plants, AI, and API-based solutions, managed & systems integration services, **achieving a 25% revenue growth.**
* Initiated GTM strategies, competitive SWOT analysis, contractual negotiations, and value propositions
* Collaborated with Clients, System and Solution Architect cross functional teams for decision‐making to improve ROI, EBITDA, ARPU and lower TTM, TCO.
* Implemented Agile Scrum framework, resulting in up to **30% improvement in project delivery time**.
* Captured key performance metrics and plotted burndown & burn-up charts for effective project tracking using ADO & JIRA, leading to a **20% increase in project efficiency**

**EZELINK Telecom LLC (Dubai, UAE) | Director Carrier Solutions | Business Program Manager** | Oct 2020 - Nov 2022

* Orchestrated a 24-month Agile business program for 5G FWA, Mobility, WaaS, Monetization projects, contributing to a 2X increase in market share. 1M$ in TCV, annual sales revenue closed (100% up).
* **Achieved 1M users a month Monetization revenue stream through innovative solutions, resulting in a 15% boost** in overall company revenue, including Managed Services (Wi-Fi As A Service/ WaaS)
* Financial and technical compliances with the OEMs/ Offshore Manufacturing Facilities to meet Telcos/ RFXs/ Bids winning criteria, **resulting in TCO savings of up to 29%.**
* Acted as the customer-facing single point of contact during the project life cycle, l**eading to a 95% customer satisfaction rate, also mitigating risks and managing changes.**

**Salient Global Technologies (SGT, Dallas, Texas, USA) | Dubai, UAE | Regional Manager MEA | Business Program Manager** | Oct 2019 - July 2020

* Led Presales & business team for 4G/5G RAN, B/OSS, SD-WAN, SDN, Packet core, generating **2M$ revenue opportunities and achieving a 20% increase in regional market share expectations.**

**Various IT, Telecom Co | Dubai, UAE| Consultant| Nov 2018 – Sept 2019**

**Fon (Fontech) Wireless Limited, Madrid, Spain | Dubai, UAE | Regional Director MEA | Program Management |** May 2017 - Oct 2018

* Led & launched NEW Tier-1 Carriers & Enterprise Wi-Fi products, achieving a **40% increase in market penetration with business programs leadership**
* **Generated 10 Mn$ pipeline**. SAAS/ PAAS (Cloud-based), IOT/ Automation solutions Architecture.

**Sterlite Tech (US based Carlyle Group: Elitecore Technologies, acquired by STL, India) | Dubai, UAE | General Manager | Program Manager - MEA |** Jul 2010 - Mar 2017

* Negotiated & signed contractual and bids (RFX) terms with Tier-1 Telcos on behalf of NEP OEMs/ ISVs.
* **Generated 0 - 27+ Mn (2700%) in debut TCV in 6 years (earlier avg annual sales were up to 1Mn$/ yr)**
* **Led team to achieve 10X growth with great ROI, TCV, GM, P&L margins** & least TCO, CAPEX, OPEX.
* **Led victory of a large (Multi Mn $)** IT, Telecom Billing, B/OSS Systems DIGITAL (DCX/ DX) & Customer Experience **Transformation project** in the history of Elitecore & Tier-1 Telco client ORANGE (global bid)
* **1993-2010 Telcos, OEMs/ ISVs Product & Projects Delivery, Program & Operations Management background details are on LinkedIn profile or can be provided on request**
* Tech: Telecom, BSS, OSS, 5G,Embedded Systems, Industrial Instrumentation, Manufacturing, Hardware, Software, Config, Integration, End-to-End Testing, ICT, IT, Cloud, XAAS, AWS, Azure, M2M, ADO, CI, CD, CT, DevOps, Industry 4.0, Sensors, Controllers, Wi-Fi, Smart City, Digital Transformation, IOT, SDN

**Educational Qualifications**

* Electronics & Telecommunication Bachelor of Engineering (Mumbai/ Bombay University), 1992
* Industrial Electronics & Instrumentation Engineering Diploma (BTE, Mumbai University), 1989
* Post-Graduation in of Business Data Analytics & Actionable Intelligence, Wharton Business, ‘19
* Post- Graduation in Artificial Intelligence, University of Texas @Austin (McCombs), USA (2022)
* Post-Graduation in Business Management, IIMA, India-Dubai (2009)

**Languages:** English (Full Professional), Hindi & Gujarati (Fluent), Spanish, Arabic & French (Beginner)

**Professional Certifications**

* Certified Internet Webmaster, New Horizon Institute, Kuwait
* Project Management Professional: **PMP** (PMI USA), thru IIL London
* Certified **Scrum Master** (**CSM**) & Certified Scrum **Product Owner** (**CSPO**) from Scrum Alliance, USA

**Awards/Accolades Received**

* **Biggest ICT (CX, BSS, OSS, Digital) Transformation Deal 2012-13 (Also since Inception):** STL
* **Fastest Deal Closure of the Year**, **Best Tier-1 Telco Key Accounts Management** (2012-13-14):
* **Best Account Management Best Practices (Tier-1 CSPs):** Elitecore/ STL: 2012-14
* **Y2K Leaders Award:** Hutchison Max Telecom (Now acquired by Vodafone), India
* **Fastest Project Delivery** recognition for EMEA (Romania) from VP of Tecnomen Oy & Nokia

**Additional Information:** On H1B visa valid until 09/2026, Sponsor available for C2C/ Contract immediately, Willing to transfer/ relocate and travel as required.