
Manoj Anil Bakshi
(BE Computers, Pune + 10 years' IT experience)
✉ manojbak@yahoo.com

Professional summary

Manoj has a deep understanding of, and ability to manage and market Microsoft technology based software products and solutions

He possesses exceptional demonstrated marketing skills and ability to frequently consult with customer executives of all levels

He can monitor and co-ordinate all phases of an application delivery project with strong interpersonal, team building and matrix management skills

He is effective working with technical and non-technical functions and users

He has widely formed alliances with specialized tool and technology providers whether they be Microsoft partners or competitors

His experience spans across various domains like Homoeopathy, Telemedicine, Hospital management systems and real-time applications

He can provide vision and approach for designing modern, flexible, high performing systems

He has rendered valuable inputs to development teams and suggested improvements or alternate strategies when appropriate

He is a skilled analyst and interviewer capable of uncovering full system interactions and writing feasibility study reports

He likes learning and implementing new technologies to improve infrastructure and optimize resources

Software proficiency

Platforms:

Windows Server 2003, Windows XP, Windows 98

Tools:

Microsoft Office (Word, Excel, PowerPoint)

Work experience



Maestros Mediline Systems Ltd. (Microsoft Gold partner)

November 2005 - Till date

Major achievements:

- Successfully implemented many Pvt.&Govt. Telemedicine projects immediately after joining
- Accepted and proved project ownership of Telemedicine projects from conception to delivery between-
 1. Nanavti hospital (Mumbai) and Acharya Vinoba Bhave hospital (Silvassa), Govt Hospital Daman, PHC Daman, Govt Hospital Diu
 2. IVF centre at Lilavati hospital (Mumbai) and IVF centre of Batra hospital (Delhi)
 3. About 5 centers installed Web based Tele-radiology solutions.
 4. Leading Healthcare ERP project in Gujrat.
- Achieved 125% of projected yearly target
- Conducted trainings on Telemedicine
- Organized, planned and facilitated many events/activities

Current Profile:

- Gathering, analyzing, documenting and communicating user requirements to the development team
- Organizing material for market research
- Coordinating marketing/product training material, inputs, journals, software developers
- Providing vision and market requirements to development teams
- Organizing and coordinating meetings of doctors for development purpose
- Designing and delivering sales training
- Preparing project budget, time estimation and proposal
- Working with product development teams, consultants and end users
- Acting as a product evangelist through various events and seminars

Prior experience outside current organization

Hompath, Mumbai
Hompath.com

May 2001 - November 2005

Sr. Marketing/Support Executive

HOMPATH provides software solutions for healthcare sector. Hompath has developed medical software products for homoeopathic doctors, hospital management systems, MCQ (Multiple choice questions) software for medical colleges which are installed in 70 countries across the globe and having 25000 satisfied users.

Profile:

- Finding prospective customers (Doctors), preparing database, appointments, follow-ups etc.
- Demonstrating products through seminars/events and continuous medical education
- Prospect analysis, presales activities and converting prospect to sale
- Imparting installation and software training at various levels (students/PG students/MDs
- Managing after sales support

Vision Technology Group Inc. - Poona
Vtgi.com

April 2000 - March 2001

Sr. Programmer

Worked on a portal web site aimed at providing information of stock trading, prediction of some known investors. The other factors like current status of market, current status of user prediction against market rates, game rules, winners, prizes are also included to make a risk less stock trading. Project was developed on WinNT platform employing IIS, HTML, ASP, Java, VBScript, Visual Interdev and SQL Server technologies.

Web site development for 'vtgi.com' for providing administrative functions like online timesheet, resume submission, requirements, registering of new client/employee. Responsibilities include designing HTML pages, server side programming.

Algorithm International- Mumbai

August 1998 - January 2000

Programmer/Analyst

- Project Component Procurement Database (CPD)

Client: BLACK & VEATCH, USA
Platform: Win NT
Software: Visual Basic 5.0, Ms-Access, Procurement Specification

The project consisted of complete detail concerned data objects and their related property markups that were implemented on MS Access according to specifications provided. The testing was done using testing tool provided by BLACK & VEATCH.

Project Responsibilities: Analysis of project requirement, coding for unit conversion modules, creating forms, testing and implementation.

- ELEVATED SERVICE RESERVOIR (ESR)

Client: Shaha Technical Consultancy (Structural consultant) Mumbai.
Platform: WinNT
Software: Visual Basic 5.0, MS Access

The project modules were written to derive various formulae, unit conversions function, and conditions to meet their criteria and integrity of the software package were provided. Responsibilities include analysis of the project requirement, flowcharting, coding and implementation. Software testing and administrating the schedules for time bound completion of the project.

Maharastra Pollution Control Board -Mumbai

December 1996 - July 1998

Assistant Software Programmer

- Software for Accounts Department

Developed payroll system software considering the rules and regulations enforced by government. The software is currently used by the organization for generating the monthly pay bills. It also covers a module for generating the yearly budget reports, bonus reports, monthly and yearly deduction reports, "Supplementary" bills etc.

- Software for Statistical Department

Developed software to keep the statistics of the pollution created (area wise). It also generates the relevant reports for the same.

- Software for Establishment Department

The software was used to maintain the records of all employees working in the organization. Data related to Payroll System effects by the updating in Establishment Department.

- Software for Legal Department

System was designed in MS Access for Law Officers to keep record of their clients and cases. It gives reports like client information, day to day case hearing.

Also participated in testing of the Multi-user system under SCO-Unix developed by National Information Center (N.I.C.) in FoxPro to the fullest extent and accuracy with providing all possible solutions and suggestions. Conducted training session for new/existing officers on various aspects of the system, the application programs associated.

References

References are available upon request