

Raj Kumar Saroj (BCA / MCA)

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B2B, B2C, D2C , Fintech / Web & App

SEO / Sales / Adobe / PWA / Sales

/ Revenue / Agile Framework / Project
Planning, / Client Mgt / Risk Mgt Plan.

Current CTC – 25 LPA

- Handling 80+ Teams (8-12 Weeks) projects by Improving their process & ensuring they adhered to the Scrum Framework.
- Expertise in Agile Methodology, Scrum Framework, Project Planning, Client Management, Risk Management Plan, Agile Scrum, Delivery Management, JIRA framework
- Facilitated discussion, decision making and conflict resolution across for cross functional teams
- Guided Agile principles & facilitation skills to ensure 50+ Teams were working in an Agile mindset and utilizing Scrum Practices
- Expertise to Support sales team for functional and technical elements of RFI /RFP



Certified Project Manager Ecommerce / Web /App /Adobe /Fintech /SEO /DevOps /AWS/Cloud /AI & ML /CRM /ERP / Sales / Agile

World Top Certification



Certified SAFe 6 Agile Product Owner/Product Manager
Certification Scrum Master Certified
Certified Scrum Product Owner / Product Manager
Magento 2 / Adobe Commerce Architect Certified
Microsoft Dynamics 365 Certified
AWS Certified
Incubathon 2021: Microsoft Industry Innovation Garage
OCP Dynamics 365 Commerce Hackathon -March 2021
(Winner-Worldwide)

15 Year Experience

- [1] - Feb 2023, To Current: USA based MNC, Payed, Bengaluru
- [2] - March 2022, To Jan 2023: USA based MNC, Royal, Bengaluru
- [3] - June 2020, To March 2022: USA based MNC, Hexaware, Bengaluru
- [4] - April 2019, To June 2020: USA based MNC,Vaya Group, Hyderabad
- [5] - May 2018, To April 2019: USA based MNC, Blue360Md, Bengaluru
- [6] - April 2015, To April 2018: UK based MNC, WebCoir, Delhi

Professional Summary

Project Manager - Ecommerce

Expertise in B2B, B2C, D2C, Fintech

- Agile Methodology, Scrum Framework, Project Planning, Client Mgt, Risk Mgt Plan, Agile Scrum, Delivery Management, JIRA, Confluence,
- Agile Frameworks – Scrum, Kanban, XP
- Ecommerce Expertise in Web / App / Headless / PWA Design & Development Architecture
- Cloud, AI, Machine Learning, IOT, Mobility, Security & UI/UX
- Expertise to Create RFI, RFP, SOW, MSA, Contract & Presales
- JIRA, Trello, Slack, Confluence
- Safe Agile Development and Best Practices
- PHP, Java, .Net, Python , ROR, AI, ML, Elastic, Algolia
- AWS, DevOps, G-Cloud , Fastly, Redish, Varnish
- Adobe, AEM, Drupal, Big commerce, Laravel, YII etc.
- Maintained up-to-date knowledge of new technologies & security threats & generated ideas to improve service
- Improve code maintainability & readability by code refactoring
- Troubleshooting & resolving issue to minimize downtime
- Increase Sales & Predictable, Repeatable Revenue Growth
- Manage the Global Team & worked With Fortune 500 Client
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1. Establish and maintain processes for managing scope during the project lifecycle, setting quality and performance standards, and assessing risks.
2. Expertise in Agile Methodology, Scrum Framework, Project Planning, Client Management, Risk Management Plan, Agile Scrum, Delivery Management, JIRA
3. Expertise in Design / Development / Architecture all edition the latest version Magento (Adobe Commerce) 2.4.x Commerce Cloud, Magento (Adobe
4. Commerce) 2.4.x Enterprise Edition, Magento (Adobe Commerce) 2.4.x Community Edition / Shopify / BigCommerce / Wix
5. Establish and maintain processes for managing scope during the project lifecycle, setting quality and performance standards, and assessing risks.
6. Structure and manage integrated, multitask performance databases for digital, print, social, broadcast, and experiential projects.
7. Develop and maintain partnerships with third-party resources, including vendors and researchers.
8. Assign and monitor resources to ensure project efficiency and maximize deliverables.
9. Report project outcomes or risks to the appropriate management channels and escalate issues, as necessary, according to the project work plan.
10. Build and develop the project team to ensure maximum performance, by providing purpose, direction, and motivation.

11. Lead projects from requirements definition through deployment, identifying schedules, scopes, budget estimations, and implementation plans, including risk mitigation
12. Coordinate internal and external resources to ensure that projects adhere to scope, schedule, and budget
13. Analyze project status and, when necessary, revise the scope, schedule, or budget to ensure that project requirements can be met
14. Establish and maintain relationships with relevant client stakeholders, providing day-to-day contact on project status and changes
15. Expertise in Design / Development / Architecture as Headless commerce / PWA / GraphQL
16. Expertise as Magento 2.x / Adobe Commerce / Shopify / Bigcommerce / Wix code Quality auditor and technical assessment of all projects
17. Expertise as Magento 2.x / Ecommerce including Requirement Gathering, Programming/Coding, Application Design & Development, Production Support, Testing & Maintenance
18. [Expertise in Worked as Technical Analyst/Architect Understand the value of project/initiative and focuses on business needs and Technical solution
19. Expertise in Big Brand Design & Develop multiple Magento 2 / Ecommerce USA / UK Worldwide Brand as Media & Entertainment, Retails, FMCG, Consumer Goods,CommsMedia, CPG, eLearning, Healthcare, Life Sciences, Power, Energy & Utilities, Gaming & Sports Successful
20. Expertise in AEM (Adobe Experience Manager) /) Commerce Integration Framework (CIF) For Headless Commerce
21. Magento / Adobe Commerce [2.4.5, 2.4.4, 2.4.x, 2.3.x, 2.2.x, 2.1.x, 2] Community / Enterprise / Commerce Cloud, PWA, Multi Source Inventory, GraphQL / REST / SOAP API, Headless Ecommerce
22. Expertise to provide direction to other Team up to the Lead level.
23. Expertise to evaluate technologies brought forward from clients.
24. Expertise to advocate for scope of work and resource needs.
25. Expertise to assist peers in project troubleshooting.
26. Expertise to provide estimate upcoming scopes of work.
27. Expertise to explain complex technical issues to non-technical clients.
28. Expertise to create architectural models that are replicable and sustainable and define architectural direction for project teams
29. Expertise to work with a team of developers, designers, business analysts, QA, and project management to produce high-quality projects.

30. Expertise to Grow the development/design team define best practices, and build processes that can be shared across multiple teams.
31. Expertise to plan for the future of your project, including estimating, scoping, and helping build a feature roadmap with your team and clients.
32. Expertise with innovative solutions and approaches to brand-new problems by utilizing brand-new technologies.
33. Expertise to guide a team of developers, designers, business analysts, QA and platform leads team and help them grow.
34. Expertise to Create Custom GraphQL / Rest API for Mobile [iOS & Andriod], Flutter Mobile App
35. Expertise to design, develop and implement Magento 2 eCommerce solutions.
36. Expertise to integrate with major external systems including ERP, CRM, OMS, payment gateway system, middleware, and other systems.
37. Expertise to prepare custom prospect/client solutions to be presented.
38. Expertise to participate in pre post-sales technical scoping, requirements gathering, and solution creation review
39. Expertise to Support sales by authoring responses to functional and technical elements of RFIs/RFPs
40. Expertise to conduct Technical Discovery sessions directly with prospects and customers.
41. Expertise to design Technical Discovery to uncover any and all technical and marketing requirements, key business goals, and potential issues.
42. Expertise to evaluate clients ;1st and 3rd party data integration, technology vendor requirements, and developing integration strategies for the

platform

43. Expertise to engage in a rapid education process including formal training, self-study and field experience designed to position the candidate as a technical
44. Expertise to resolve Magento Commerce and related solutions as quickly as possible.
45. Expertise to prepare and provide client facing technical follow-up calls and documentation.
46. Expertise to work closely with other architects to create standardized processes and solutions.
47. Expertise to keep up to date with all industry changes and latest methodology within the commerce industry.
48. Expertise to provide technical oversight to the development team.
49. Expertise to Create RFI, RFP, SOW, MSA, Contract & Presales

50. Expertise Digital Marketing for Ecommerce Stores as below

[a] - On page / Off page seo keyword research, performing seo analysis, implementing link building campaigns, monitoring web analytics, internet marketing proficiency, Creativity, strategic planning, communication, time management

[b] -Organize & prioritize projects with cross-functional teams for social media, seo, sem, email content creation

[c] - Abandoned cart & gift cards marketing strategies

[d] - Pay-per-click (ppc) advertising solution to display ecommerce stores in Google's to search

[e] -Structured & managed adobe analytics & google analytics for multiple websites / stores

[f] - Developed multi-platform advertising campaign for retail ecommerce

[g] - Executed digital strategy for account, while also outperforming competition in all ecommerce engagement metrics.