

NITESH BEDI

Project Manager | Quality Assurance Manager | Presales Consultant

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Mumbai, Maharashtra



SUMMARY

Experienced IT professional with over 17 years of diverse expertise spanning across Project Management, Quality Engineering and PreSales Consulting. Proven ability to lead end-to-end project lifecycles, from requirements gathering and effort estimation to successful delivery, across BFSI, Insurance, Capital Markets, and enterprise domains. Adept at managing cross-functional teams, aligning stakeholders, and delivering high-performance, cost-effective solutions.

- Project Management:** Successfully managed multiple client-facing projects, ensuring timely delivery within scope and budget. Skilled in Agile and Waterfall methodologies, resource planning, risk mitigation, and stakeholder communication. *SAFe Certified: 2019-2020*
- Quality Assurance & Performance Engineering:** Specialized in functional and non-functional testing including performance, scalability, UAT and reliability. Deep understanding of tools like LoadRunner, JMeter, Jira and Dynatrace for end-to-end testing and root cause analysis.
- PreSales & Solution Consulting: Experienced** PreSales Manager with strong expertise in solutioning, RFP/RFI responses, effort estimation, proposal creation, and client demos. Proficient in building PoCs and technical proposals tailored to client needs.
- Leadership & Collaboration:** Led cross-functional teams of 10-70 members, mentored junior engineers, and collaborated with global clients, architects, and product teams to ensure quality delivery and client satisfaction.

By leveraging my overall experience now, I would like to combine my **acquired skills to move to a Senior Management/Leadership role**, to guide teams to achieve Quality assured, defect free Go Live products and also work with existing/potential clients to enhance their experience through company backed products/services.

TECHNICAL SKILLS

Project Management	QA Manager	PreSales Consultant	UAT	Jira and Confluence	Automation and NFR Expert
Functional and Non Functional Testing		Defect Management		Agilist	AWS/Azure
ASP.NET with C# and SQL Server		SQL/Oracle DB	MS ADF/ADLS/Cosmos DB	SWIFT and SEPA Payments	UNIX
GIT/Jenkins	PMO	Full stack tester	Observability/APM		

DOMAIN SKILLS

LOS/LMS	Internet/Mobile Banking	Payments	Capital Markets	Core Banking Solution (CBS)
Life insurance cycle				

STRENGTHS

- Innovator**
A keen observer and an eye for implementing process improvements through AI Automation and logical solutioning
- Quality Focused**
Capable of maintaining high standards and delivering quality results consistently
Ensuring 0 defects prior to production roll-outs
Ensured High quality delivered project at the end of every outcome
- Strong Managerial Skills**
An efficient manager with an experience to lead large teams to achieve project objectives and goals on time.
- Analytical Abilities**
Skilled at analyzing complex problems and developing effective solutions
- Excellent Communication**
Proficient in conveying the required precise information through both verbal and written communication
- Collaborative team player**
Strong team bonding skills with excellent connects with senior and junior team members
Ensured to establish and maintain a productive work environment

EXPERIENCE

09/25-01/26

Mumbai

05/2024 - 07/2025

Mumbai

• Test manager/Solution Architect - Hexaware Technologies

As a Test Manager. Was responsible to handle a team of 4-6 resources, testing various Modules of Client product

Presales Manager (Quality Assurance) **QualityKiosk**

One of the Global Leaders in Quality Assurance

•Technical Discovery and Solution Designing that meets customer needs

•Have crafted customer-centric solutions for almost **10+ new clients and many repeating accounts for the organization**

•Turned requirements into opportunities worth approximately **2cr + INR** for new clients

•Conducted Product demonstrations and Presentations for prospective clients. Focussed on showcasing **organizations**

capabilities that best meets and solves customer concerns.

•Proposal and RFP support starting from initial requirement gathering till submission phase. Handled coordination and tracked progress/status of assigned tasks across teams. Achieved almost **50% of successful conversion of RFPs** to new opportunities.

•Derive optimum efforts and meet clients budgetary expectations. Ensure margin calculations and maintain necessary OM/GM. Leveraged in house developed complexity calculator and estimated margins with the least involvement from delivery teams. Had successful project initiation/completion with **OM of at least +50% and GM of +60%**

•Customer engagement and Technical support through **regular connects, product discovery through right questionnaire and interactions with multiple technical teams**

•Stay updated on Product knowledge, industry trends and competitive solutions to provide insights to clients and Sales team. Conduct market research and provide inputs to product teams

•**Collaboration with cross-functional teams**, by working closely with product management, client success and engineering teams

Project Manager/QA Manager

NSEIT LIMITED

NSEIT. Ltd is a service provider company to a wide range of Domestic and international clients, specially in Financial and Insurance Domains. As a Project Manager, handled a T&M project of 90+ resources with responsibilities as mentioned below:

•**As a Project Manager**, tracked the **Project schedules using Gantt charts**

•**Slashed project costs** and increased project **margins by 20% (maintained overall GM at > 40%)**

•Maintained **P&L** reports and various other project artifacts (Risk register, issue tracker, resource tracker, etc.)

•Shared the same through Weekly/Monthly Client Review meetings

•Tracked project risks through customized **Risk Tracker**

•Successfully fulfilled new opportunities as received from the Client, thus **increasing the Team size from 50 to 90+ resources**

•Kept the **attrition rate under control** through team's skill development and transparent appraisal cycle

•Other Responsibilities includes and not limited to:

•*Stakeholder management and Team management*

•*Budgeting and Cost control*

•*Project Management and Change management*

•*Quality assurance oversight*

•**As a Quality Assurance Manager**, orchestrated the overall **testing strategy and trainings for a Managed T&M Project**

•Led a team of **10 manual testers (for one of the critical projects within the same Client)**, supervising their tasks and keeping track of the deliverables

•Responsible for **setting up the Automation Testing team** within the same project, thus improving overall test execution efficiency

•Regular reporting to the Client for test execution status, defect management, project management and resource management

01/2022 - 04/2024

Mumbai

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• Project Manager/Test Manager

NSEIT LIMITED

Service provider to wide range of Domestic and international clients, specially in Financial and Insurance Domains. Worked with leading stock exchange as a Test Manager and then transitioned to a Project Manager role.

•Prepared the **overall Test Strategy and Test Plan** for the project

•Shared **overall Test status** reports through weekly/monthly Client review meetings

•Tracked **Project execution schedules through Gantt charts**; highlighted any risk beforehand to the stakeholders

•Tracked **defect reports** on a regular basis using Jira and MS Excel

•Coordinated with the respective vendor teams for faster TAT for resolution

•Facilitated the set-up of an **Automation Testing Framework using Selenium with Java and Cucumber BDD**

•Trained the team on **Tricentis TOSCA** and successfully completed the POC within 15 days using this no-code tool

•Crafted their initial test strategy by developing test cases, **taking them from 0% test coverage to 40% within weeks**

•Converted **more than 300 manual test-cases into automated test** which reduced approximately 40% of manual effort

•Facilitated the **set-up of a Testing COE** that provided guidance and reference to the existing Testing team

•Implemented **automation process through UNIX commands** for load generation and service performance monitoring

•Implemented a **test suite for performance testing of GUI applications using jMeter**

•As a **Project Manager**, tracked the project schedule and deliverables through **Detailed Project plan/Gantt charts**

•Handled **resource management (15+ resources) along with task management and stakeholder Reporting**

•Effectively tracked **Test deliverables across the STLC process**

•Prepared Daily status Reports and presented overall progress in Weekly and Monthly Client review meetings

06/2019 - 12/2021

Mumbai

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EXPERIENCE

06/2017 - 06/2019

Mumbai

Test Lead

Tata Consultancy Services

TCS, a leading IT service provider, was handed over a project to manually test the Anti Crime Platform for a Leading European bank, through proper sanction screening of SWIFT and SEPA messages

- As a **Test Lead for a team of 6 Manual testers**, worked with the Scrum Master to prepare and maintain the Product backlog
- Prepared **the task list for each sprint** along with the Scrum Master
- Learned the syntax for **SWIFT and SEPA message** and guided the team on the same
- Created **Test Strategy, Test Plan and Test cases** documents
- Maintained the **Requirements Traceability Matrix Tracker (RTM)**
- Maintained the **Defect Log using Jira and MS Excel**
- Tracked **defect resolution status reports** through regular connects with the Development Team
- Prepared **Test reports** and shared with the necessary stakeholders during Sprint Review meetings

12/2015 - 01/2017

Mumbai

Technical Lead

Tata Consultancy Services

Working for a leading Consulting Firm Client as a Technical Lead with responsibilities of end to end set up of Vendor based applications

- Analyze the **vendor based** applications; coordinate with the teams for setting up the required infrastructure as per the Tech stack
- Work closely with the vendor application development team
- **Perform UAT** of the deployed application
- Prepare **project schedules using Gantt charts** and share with the stakeholders
- Prepare **Project and Test review reports**

12/2008 - 12/2015

Mumbai

Software Test Engineer

Tata Consultancy Services

Working for a leading Consulting Firm Client as a **full stack tester**

- Prepared and maintained **Test cases and test scripts**
- Executed test (**performance and automated**) scripts with varying work loads and different server locations
- Collaborate with various teams (Infra, DB) during test execution for performance analysis
- Prepare and share **test execution and defect reports** with necessary stakeholders
- Execute tests on native **Android and iOS applications**
- Improved **test execution velocity by 150%** through process improvement and use of automation
- Experience of working in an **Agile environment with 2-week Sprint cycle**
- Converted a **Windows based application to Web using DotNet framework**

EDUCATION

06/2004 - 05/2008

B.E. (Electronics and Telecommunications)

Thadomal Shahani Engineering College