**P. Sowmya**

❒ (91) 98840 01180 ❒ sowmyapsarathy@gmail.com

**◼ Software Testing ◼ Project Management ◼ Pre-sale Management ◼ Tamil Translation**

* **Seasoned IT professional with 14+ years of overall experience;** 10 years of experience in software testing in BFSI Industry with over 7+ years of project management and pre-sale management experience
* **Pre-sales and Consulting;** close inter-lock with sales team, tailor offerings addressing specific pain areas of clients, solutions to turnaround projects, cross-sell offerings to existing clients, mine existing accounts by mapping all stakeholders, meet prospective clients and drive solutions
* **Business Analysis and Consulting**; consulting on testing processes for setting up the Testing Centre of Excellence (TCoE) for multinational banks. Provided functional/domain expertise in Banking Financial and Insurance Industry (BFSI)
* **Team management;** hire, train & develop competency, deployment, career planning and retention
* **Client engagement;** managed and grew multiple accounts; cross cultural / regional client management covering Europe, US, Japan, India & Australia
* **Thought leadership;** leveraged domain, process, business and testing acumen to communicate effectively with senior client executives
* *Took**a break from Oct 2014**and currently volunteering at a cancer hospital* ***and also pursuing English to Tamil and Tamil to English translation***

**Skills Summary**

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| **Project Management:**  Test solutions  Costing & budgeting  Project scheduling & tracking  Risk management & Reporting  **Pre-sales:**  Solutions  Presentations  RFP response  Sales leads | **Business Analysis:**  Test process consulting  Strategize testing  Requirement analysis  Quality assurance  **Domain:**  Insurance  Banking  Payments  Cards | **Account Management:**  Client relations & presentations  Account growth & retention  SOW / CR / PO & Invoicing  **Team Management:**  Resource utilization  Mentoring & career planning  Training & development |

**Education & Credentials**

MDBA (Finance) - 2002, *Symbiosis Institute of Distance Learning, Pune.*

B.Com - 2000, *Meenakshi College for Women, Chennai.*

*IIM Ahmedabad – Trained on Leadership Capacities and Potential for Professional Women*

*Insurance - Licentiate in Life and Non-life Insurance*

*Financial Markets - NCFM – Financial Market a Beginners’ Module*

*Japanese - Japanese Language Proficiency Test N5 (JLPT N5)*