



# Jothi Palur

Group Lead - Projects, Study & Supply



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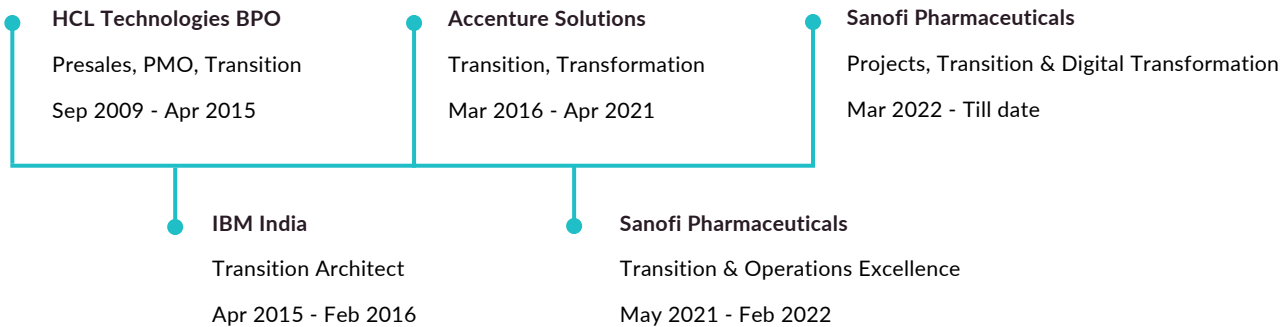
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## ABOUT ME

Seasoned leader with **15+ years of experience in managing complex transitions and transformations** across diverse industries in GCCs and shared services. I **thrive in turning problems into actionable solutions**. I have a strong affinity to embrace ambiguity and influence my stakeholders without formal authority and I recharge from collaborating with wide range of people, forging team collaborations. I have a **strong track record of ownership, delivering measurable improvements in operational efficiency and driving stakeholder alignment** for long-term success. Transitioned overall 1400 + FTEs in Finance & Accounting, 700 + supply chain, procurement and 1500 + pharma Healthcare functions.



## WORK EXPERIENCE

### Sanofi Pharmaceuticals | Hyderabad

**Key Results in Sanofi:** Established Projects as a Service for Global Medical & Events, and successfully scaled operations to 200 FTEs, across multiple hub locations generating €14 million in savings over two years. Led the transition of Medical Communications, Bio-stats, & Digital Management functions to the India hub, ensuring design and implementation of robust transition methodology.

### Group Lead | May 2022 - Till date

- Set up operations by establishing Projects as a Service in areas such as clinical study management, supply outsourcing, event management, medical learning programs, omnichannel content dissemination, and PMO support.
- Heading a team of 200 people across Hyderabad, Budapest and Bogota hub locations of Sanofi Business Operations, Medical and Events function.
- Lead continuous improvement and digital transformation initiative across the team driving innovation ideas and program managing the execution of ideas shortlisted
- Drove idea generation and improvement initiatives, spearheaded the implementation of some of the Smartsheet automations, AI use cases, Service Now workflow implementations and process standardizations by collaborating with cross functional teams and contributing to operations excellence

## SKILLS

- End to end transition Leadership
- Program and Project Management
- Digital Transformation
- Operational Excellence & Process Improvement
- Strategic Planning
- People Management
- Six sigma
- Cross Functional Leadership
- Governance
- Stakeholder Management
- Risk Mitigation
- Regulatory compliance
- MS Project
- JIRA Confluence
- Power BI & Smartsheet

## PM- Transition & Operations Excellence | May 2021 - Feb 2022

- Designed and implemented a robust transition methodology for medical function by ensuring stage gates, gate checklists, standardized templates, change management practices and governance
- Headed transition of multiple activity groups such as Scientific communications, Medical regulatory writing, Bio statistics and statistical programming, digital and analytics, event engagement and projects for 600 FTEs.
- Internalized services from vendors, transitioned multiple capabilities in Medical and events, across GBUs and support functions
- Managed end to transitions from the solution design phase till process stabilization meeting all regulatory and audit requirements.
- Performed impact assessments and gap analyses of processes identified for transition
- Managed the governance of these transitions, tracking and risk mitigation measures, DTP creation, overall transition reporting

## Accenture Solutions | Chennai, Bangalore

**Key Results in Accenture:** Lead transitions across industries such as manufacturing, Logistics, Healthcare, Banking & Finance for various workstreams like Accounts Payable, Accounts Receivable, General Ledger, Financial planning & Analytics, Procurement, Supply chain operations, logistics data management and disputes. Transitioned over 1000+ FTEs across multiple global locations.

### Mobilization Lead | Sep 2018 - Apr 2021

### Mobilization Manager | Mar 2016 - Aug 2018

- Tower lead transition for US Healthcare client: Managed end to end transition for F&A (AP, AR, GL & FPNA) & Procurement Operations processes with 450+ FTEs across global locations
- Wave Lead for O&G client: On time RTR Transitions from Buenos Aires and Monterrey client locations to Multiple Accenture locations (Buenos Aires, Manila and Bangalore) – 155+ FTEs
- Country Lead for a Logistics Client: Executed On site, Client led and Remote Transition for 12 countries - 270 FTEs - RTR, PTP, OTC, Collections, Disputes, Data Management and
- Customer services processes across 3 Accenture DCs and 3 Rural shore locations

### Transformation Initiatives:

- Directed a team of Consultants at Accenture US to drive Process Transformation. Successfully identified and capitalized on opportunities equivalent to 70 Full-Time Equivalents (FTEs) within an 8-month timeframe, leading to substantial gains in efficiency and cost savings across Finance and Accounting, supply chain services
- Championed process improvements throughout Accenture India by spearheading a pilot initiative for an innovative tool. This tool systematically identifies automation opportunities within activities, pinpointing repetitive and non-value-added tasks.
- Worked closely with the Operational Excellence and automation teams across projects and locations in transforming these identified opportunities into automated solutions through the implementation of RPA, Machine Learning, and strategic tool deployments.
- Steered the program management of ERP Migration to Oracle, overseeing the seamless transition across Chennai and Manila delivery centers
- Developed and contributed to various Solutioning and RFP requirements and performed onsite due diligence for various deals.

## AWARDS

### Leadership awards

PLAY TO WIN - Put organization before self award

PLAY TO WIN - Act in interest of Patient and Customers

### Transition Excellence awards

Start GREEN Stay GREEN award

Encore Leading the new award

### Performance award

O5 - Consecutive 5 years outstanding performance award

Star performer award

## **IBM India | Chennai**

### **Transition Manager | Apr 2015 - Feb 2016**

- Receiving Transition Manager for Mining Company: Managed transitions for US (Salt Lake City) and Canada (Montreal, Sorel, Saguenay) locations in R2R space - 80 FTEs
- Quick adaptation and compliance to IBM transition methodology and on time toll gate completion

## **HCL Technologies BPO | Chennai, Noida**

### **Senior Team Lead | Jul 2013 - Apr 2015**

### **Team Lead | Jul 2012 - Jun 2013**

### **Senior Executive | Sep 2010 - Jun 2012**

### **Management Trainee | Sep 2009 - Aug 2010**

Successfully coordinated and managed Due diligence, onsite and remote KT for several projects:

- US Healthcare - PMO for F&A, SCM - 1500+ FTEs
- US Media company - F&A KT - 80 FTEs
- US Mortgage Company - AP & GL KT - 30 FTEs
- Swizz Bank - FPNA Due diligence - 400+ FTEs
- Six Sigma Green Belt - Value Stream Mapping for US Telecom Expense Management Company : SIPOC, VSM, NVA, Cause & Effect Analysis Identified process improvement areas resulting in 10 FTE effort worth savings

## **EDUCATION**

### **MBA Finance**

**SSN School of Management**  
2007 - 2009

### **Bachelor of Commerce**

**GSS Jain College**  
2004 - 2007

## **LANGUAGES**

- English
- Tamil
- Telugu
- Hindi