

VIDHYA KRISHNAMURTHY

APAC & Japan PMO Leader – Global Real Estate Transformation and Operations

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Date of Birth: 2nd August 1979



CURRENT FOCUS

- Envisioning to elevate my position towards senior management / decision maker related to business function of Operations, Strategy and Finance.

PROFILE SUMMARY

- A seasoned Commerce and Management professional, boasting a wealth of over 24 years of comprehensive expertise spanning Global and Regional Commercial Real Estate, Pricing, Banking & Finance domains.
- Demonstrated robust leadership, adept problem-solving, and organizational skills, all tailored to thrive in a profit-focused environment.
- Refined multi-skilling capabilities by implementing recruitment, succession planning, on-boarding, training, and career development plans.
- Proficient in training and mentoring teams to elevate associates to an exceptional level of competence.
- Recognized as a Trusted Business Advisor, particularly in strategic pricing, contributing significantly to the seamless conversion of business opportunities into successful sales closures.
- Proven track record of expertise in facilitating collaboration between SMEs and cross-functional teams, resulting in the reduction of process and approval delays.
- Comprehensive understanding of Value Creation, Client Satisfaction, Innovation, Operational Efficiency, Legal and Ethical Compliances, Risk Management, Strategy and Planning, Personnel Empowerment and Profitability.

EDUCATION AND CREDENTIALS

- ✓ Graduate in Commerce and Post Graduate Diploma in Business Administration with Specialization in Finance.
- ✓ Lean Six Sigma Green Belt certified

REWARDS & RECOGNITIONS

- Recognised in the Global All-hands for driving various automations and simplification of processes.
- Individual recognition through a global Cash Award for contribution in the Transformation activities.
- Champion award for the 2H 2019 for the closure of critical business cases.
- Manager's choice award from ASEAN Pricing Manager and Business Manager for double hatting between ASEAN IS Pricing role and Team lead for Methodology & Tools for 6 months.

| COMPANY | EMPLOYMENT & GROWTH |
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|  | <p>Leader – APAC & Japan PMO Leader (Band 9 – Sr. Manager) <i>Lead the GRE Transformation Program on APACJ level maintaining a strong Governance & Management system.</i> Chronology – April 2025 till date. Reporting To Head of Global Transformation & Program Mgmt Organization, IBM Global Real Estate</p> <p>Leader – Business Case Development and Corporate Approvals (Band 9 – Sr. Manager) <i>Support strategic business requirements through leasing, infrastructure investments, and assets optimization, to scale our businesses and increase profitability.</i> Chronology – March 2020 till March 2025. Reporting To – Director – Global Real Estate – Business Strategy and Operations, USA (HQ)</p> <p>Manager – Business Case (Band 8 –Manager) <i>Support and build Business case proposals and financial impact on cash flow and I&E. Strategic analysis of ISA portfolio. Interdepartmental and cross functional (accounting, tax, treasury, Business Units) connect.</i> Chronology – October 2018 - February 2020. Reporting To – Head of Operations – India & South Asia – Real Estate</p> <p>Team Leader – Center of Excellence (COE) in Pricing (Band 7b) <i>Lead a team of 17 members and in charge of pricing hub for Global Market (AP, MEA, GCG, LA &WW) for GTS (Global Technology Services) and GBS (Global Business Services), handling pricing, methodology, operations, and maintenance of Pricing Tools across globe.</i> Chronology – April 2016 - September 2018. Reporting To – Pricing Leader – Asia Pacific – GTS & GBS (Global Technology and Business Services)</p> <p>Pricing Analyst – Center of Excellence (COE) in Pricing (Band 7a) Chronology – January 2013 – March 2016. Reporting To – Pricing Leader – Asia Pacific – GTS & GBS (Global Technology and Business Services)</p> <p>Pricing Methodology Analyst – Center of Excellence (COE) in Pricing (Band 6b) Chronology – November 2010 – December 2012. Reporting To – Pricing Leader – Asia Pacific – GTS & GBS (Global Technology and Business Services)</p> |
|  | <p>Asst. Manager (Corporate Banking) – Cash & Trade Management <i>Lead 7-member team supporting Citi's Corporate customers and managing vendors and audits.</i> Chronology – November 2007 – October 2010. Reporting To – Manager (Corporate Banking) – TCS eServe Intl. Limited</p> |
|  | <p>Team Leader (Corporate Banking) – Cash & Trade Management Chronology – November 2005 – October 2007. Reporting To – Manager (Corporate Banking)</p> <p>Processing Officer (Corporate Banking) – Cash & Trade Management Chronology – September 2003 – October 2005. Reporting To – Manager (Corporate Banking)</p> <p>Jr. Processing Officer (International Personal Banking) – Wealth Management <i>Handling the accounts of Global Gold customer accounts.</i> Chronology – April 2001 – August 2003. Reporting To – Asst. Manager (IPB)</p> |
|  | <p>Accounts Executive (Payable & Receivable) Chronology – June 2000 – March 2001. Reporting To – Manager (Accounts & Finance)</p> |
|  | <p>Accounts Executive (Payable & Receivable) Chronology – June 1999 – May 2000. Reporting To – Founder & CEO</p> |