NAGARAJU RAYAPATI

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PROFESSIONAL SUMMARY

- Designing result driven and implementing effective skill development and training programs to facilitate successful student transitions from academia to the professional workforce.
- Adept at fostering strong relationships with industry partners, cultivating internship opportunities, and coordinating training sessions to enhance the employability skills of students.
- Possessing a deep understanding of current market trends, I leverage this knowledge to match student talents with industry demands.
- Known for excellent communication and interpersonal skills, I excel in collaborating with academic departments, employers, and students to optimize the placement and training process.
- Committed to promoting student success and contributing to the overall growth and reputation of the educational institution.
- Seasoned Business Analyst offering 10+ years of higher education industry success. Expert on business and systems requirements, user acceptance testing and end-user training. Accomplished at leveraging past lessons to inform future decision-making.

- Proactive product manager with 10+ years product management experience in higher education business environments. Effective driver of product development lifecycle from concept to delivery. Communicative and collaborative with proven history of improving business operations to support corporate growth and revenue.

SKILLS

- Knowledgeable in Business Systems Analysis and Design
- Knowledgeable in Database Design and Administration
- Gap analysis & Operations analysis
- Workflow Analysis & Requirements Analysis / Change Management
- Quality Assurance with optimal Project Planning techniques
- ERP Implementations & Project Planning, Development and Management

- Placement Program Management
- Industry Relations and Laisoning
- Market Awareness
- Need based Training
- Data Analysis and Career Counseling
- Product and Project management
- Process evaluation and enhancement
- Critical Thinking & Course development

WORK HISTORY

**Business Process Analyst & Sr. Project Manager | Sree Vidyanikethan Educational Trust & Institutions –
Tirupati, Andhra Pradesh**   *06/12 - 08/23*

- Provided professional services and support in a dynamic work environment.
- Worked well in a team setting, providing support and guidance.
- Assisted with day-to-day operations, working efficiently and productively with all team members and used criticial thinking to break down problems, evaluate solutions and make decisions.
- Gained strong leadership skills by managing projects from start to finish.
- Skilled at working independently and collaboratively in a team environment.
- Applied honed problem-solving skills to analyze and resolve issues impacting business operations and goal achievement.
- Improved business direction by prioritizing customers and implementing changes based on collected feedback.
- Conducted interviews with key business users to collect information on business processes and user requirements.
- Interacted with internal customers to understand business needs and translate into requirements and project scope.
- Executed analysis of risks and identified risk mitigation strategies.
- Analyzed data to identify root causes of problems and recommend corrective actions.
- Collaborated with senior management to drive strategy and implement new processes.
- Maintained strong working knowledge of ERP, CRM and business intelligence tools and operational features.
- Detected workforce collaboration use cases and problems from employees and business partners through interviews, focus groups and surveys.
- Oversaw change management efforts to support implementation of critical initiatives driving technology, process and culture changes.
- Optimized core processes to improve business performance and operational agility.

**Assistant Professor of Computer Science and Engg | Sree Vidyanikethan Engineering College – Tirupati,
Andhra Pradesh**   *06/12 - 08/23*

- Tested and evaluated student progress to determine effectiveness and impact of teaching methods, materials and projects.
- Attended professional development technology courses to increase knowledge base and learn new information.
- Used lectures, demonstrations and discussions to instruct students individually and in small groups.
- Taught Undergraduate level courses viz., C & Data Structures, Design and Analysis of Algorithms, Database Management systems, Object Oriented Analysis and Design through UML, Operating Systems, UNIX Programming, Web Programming.

Assistant Director of Vice Chancellor's Office | Mohan Babu University – Tirupati, Andhra Pradesh
08/2022 - 05/2023

- Oversaw development and implementation of quality educational programs.
- Prepared action plans to address concerns discovered through surveys, classroom observations and conversations with stakeholders.
- Counseled and monitored at-risk students for attendance, academic progress and behavioral concerns.
- Reviewed and refreshed curriculum with faculty members to continuously improve quality of instruction.
- Observed teachers and students in classrooms to gather data and improve instruction.
- Monitored office workflow and administrative processes to keep operations running smoothly.
- Oversaw successful implementation of operational strategies and policies to drive organizational growth and productivity.
- Collaborated with senior management to develop and execute long-term corporate goals and objectives.
- Monitor, arrange progress reviews, follow-up on the progression among the various functionaries of the University viz., Academic Administration, Research Activities, Industry Relations, Internationalization and Relations with Foreign Universities, Planning and Monitoring, Finance Operations etc.

Associate to the Placement & Training Office | Sree Vidyanikethan Engineering College – Tirupati, Andhra Pradesh   *06/2012 - 07/2022*

- Evaluated success of training programs and recommended improvements to upper management to enhance effectiveness.
- Assessed skill gaps for students and developed training courses to meet identified needs.
- Adjusted instructional strategies according to student needs and understanding of material.
- Conducted needs assessments to identify gaps in performance and develop targeted learning solutions.
- Developed job-specific competencies and performance standards.
- Utilized variety of instructional design methodologies to create effective learning experiences.
- Implemented new learning strategies depending upon students' skill levels.

Systems Engineer | RVR & JC College of Engineering – Tirupati, Andhra Pradesh   *08/2010 - 05/2012*

- Proposed technical feasibility solutions for new system designs and suggested options for performance improvement of technical components.
- Customize the implementation of Modular Object Oriented Dynamic Learning Environment (MOODLE)
- End to End solution for enabling continuous learning environment
- Tutoring the students to make the most out of the knowledge through practical implementations
- Created system design models and specifications to support system programmers and development teams.

Database Quality Analyst in IPhone Operations | Apple Inc., – Cupertino, CA, USA   *05/2009 - 09/2013*

- Defined and implemented quality initiatives to reduce risk.
- Participated in departmental meetings to establish short- and long-term strategy.
- Analyzed quality and performance data to support operational decision-making.
- Tested hardware and software within sandbox environment prior to release to production.
- Directed technical personnel in fabrication of testing and test control equipment.
- Conduct and review Early Field Failure Analysis reports
- Used various statistical methods to analyze data and generate useful business reports.
- Completed data mining and electronic documentation reviews.
- Managed database security, development and access of input systems.
- Created and updated database designs and data models.
- Conducted tests to identify issues and make necessary modifications.
- Developed and updated databases to handle customer data.
- iPhone user feedback / survey report analysis and recommend the corrective actions

Education

DEGREE	SCHOOL/COLLEGE	YEAR OF PASSING	Percentage
MS in Computer Science	Northern Illinois University, USA	Dec' 2008	GPA:3.4/4.0
B.Tech (CSE)	Prasad V. Potluri Siddhartha Institute Of Technology	May' 2007	69.2%
Intermediate	Vikas Junior College, Guntur	Apr' 2003	89.8%
SSC	Bapatla Public School, Bapatla	Apr' 2001	77%

Academic / Internship Projects

Project#: ORT Data mining project

Project Title   : ORT Data Mining Project
Client   : iPhone Operations Team, Apple Inc.
Environment   : ORACLE, SQL, Dynamic Reports
Description   : The aim of the project is to conduct an EFFA review for the newly released iPhone, test it and then identify the problem by conducting several tests and recommend the possible solution to the team overlooking the issue. This process is automated with the help of a shell script, which when executed, generates an email to all the users who are in need of this ORT Data mining report for the quality improvement of iPhone.

Project#2: SFS Data Transfer

Project Title   : SFS Data Transfer
Client   : iPhone Operations Team, Apple Inc.
Environment   : ORACLE, SQL, Dynamic Reports.
Description   : My job involved review of field returns and enter failure information into the RADAR with a detailed testing done on the product. The second phase of the project involves conducting an Internal iPhone survey for the review of improving the quality of the product to be released.

Project#3: Mall Management System

Project Title   : Mall Management System
Client   : Northern Illinois University
Environment   : UML Tools.
Description   : The main concern about this project is to develop a system that enables mall owner to manage his store. It helps the Mall-Owner in doing his most of the day to day business life work where the system is mainly used by the mall owner to maintain the daily transactions. And also it gives the information of the supplier, customer, stock and the billing activities.

Project#4: Voting Awareness Technology

Project Title   : Voting Awareness Technology
Client   : Northern Illinois University.
Environment   : ORACLE, SQL Queries.
Description   : This project creates a database for a company to help support "Voting awareness Technology" one of their projects. This project creates an online system in which a user types in their address and receives a sample ballot showing the races and issues they will be voting on. The objectives of the database are to:

- Easily store and maintain the information on the electoral races associated with a state or local region, about addresses and the regions in which they're located.
- Store and maintain information of election administrators and the permissions they have.
- Gather statistics on the addresses and races queried in order to be able to produce usage reports.

References: Dr.H.Joel Jeffrey, Ph.D
                Professor – Emeritus
                Department of Computer Science, Northern Illinois University, DeKalb, IL–60115
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