AAKASH SHARMA

Agile Transformation Leader • Digital Solutions Consultant • PMP®, PMI-ACP®, MBA

Email: aakashsharma4343@gmail.com   **Mobile**: +91-7503676994   **Location**: Delhi NCR, India

LinkedIn: www.linkedin.com/in/aakashsharma12   **Blog**: www.thelionamongsheep.com   **Badges**: credly/aakashsharma12

SUMMARY

Management professional with expertise in Agile transformations, business operations, and stakeholder engagement. A certified project leader, with a proven track record of driving operational excellence, change management, and cross-functional collaboration across diverse industries. Skilled in Agile methodologies and scaled Agile frameworks, delivering high-impact solutions for project, product, and business growth initiatives. Passionate about structured execution, leading organizational change, and driving innovation to scale business success.

SKILLS & STRENGTHS

Key Expertise	Technical Knowledge	Digital Solutions & Tools	Core Strengths
✓ Agile Project Management	✓ Disciplined Agile	✓ Jira, Trello, Confluence	✓ Leadership
✓ Business Operations	✓ Scrum	✓ Asana, ClickUp, MS Project	✓ Empathy
✓ Cross-functional Collaboration	✓ Kanban, Scrumban	✓ MySQL, BigQuery	✓ Communication
✓ Quality Assurance	✓ Lean Philosophy	✓ Microsoft 365 Business	✓ Assertiveness
✓ Risk Mitigation	✓ Six Sigma	✓ Google Workspace	✓ Business Writing
✓ Change Management	✓ Advanced Excel	✓ Salesforce, Bitrix24, Zoho	✓ Strategic Thinking
✓ Workflow Optimization	✓ Data Analytics	✓ Lucidchart, Visio, Draw.io	✓ Prioritization
✓ Process Improvement	✓ Data Visualization	✓ Canva, MS Whiteboard	✓ Adaptability
✓ Conflict Resolution	✓ Reporting & Dashboarding	✓ ChatGPT, Grok, Gemini	
	✓ Stakeholder Engagement		

PROFESSIONAL CERTIFICATIONS

Google Data Analytics Professional Certificate; **Google**; *04/2025*

Agile Certified Practitioner (PMI-ACP); **Project Management Institute (PMI)**; *02/2025*

Project Management Professional (PMP); **Project Management Institute (PMI)**; *10/2024*

Certified Associate in Project Management (CAPM); **Project Management Institute (PMI)**; *09/2024*

Prompt Design in Vertex AI; **Google Cloud**; *04/2024*

Fundamentals: Gen AI, LLM, Responsible AI Principles; **Google Cloud**; *04/2024*

Jira Software, Trello, Confluence Essentials; **Atlassian**; *11/2023*

Jira Service Management, Work Management; **Atlassian**; *11/2023*

Google Project Management Certificate; **Google**; *10/2023*

EDUCATION

PGDBM (Marketing); **NMIMS Mumbai**; *12/2019 – 12/2021*

B.Com. (Business Management); **Delhi University**; *04/2012 – 03/2015*

WORK EXPERIENCE (6.5 Years)

Group Head – Integrated Digital Solutions

LS Digital Group; *10/2024 – 02/2025*

- **Led** the adoption of **Agile and Scrumban**, streamlining project delivery and enhancing efficiency across the organization.
- **Served as the primary POC** for critical BFSI and media clients, ensuring high-impact delivery and stakeholder alignment.

- **Implemented structured documentation** practices (stakeholder registers, issue logs, risk registers, activity trackers with tailored templates), improving project transparency and accountability.
- Managed **scope changes**, **conflict resolution**, and **adaptive strategies**, aligning execution with evolving client needs.
- Facilitated **cross-functional collaboration** among marketing, dev, and creative teams, ensuring cohesive execution.
- *Key Achievements*:
  - Stabilized a chaotic project within 2 months, earning recognition for workflow and communication reforms.
  - Handpicked to lead a high-visibility project with 25+ stakeholders, trusted for operational precision and success.

Freelance Growth Consultant (1-Year Contract)

Fortune Prints; *11/2022 – 10/2023*

- **Led business growth strategy**, driving expansion into **3 new industries** and significantly enhancing market presence.
- **Optimized** processes across **60+ product categories**, improving operational efficiency and resource utilization.
- Managed **client engagement & satisfaction**, maintaining a **90%+ satisfaction rate** through proactive communication and tailored solutions.
- **Developed** streamlined workflows, reducing turnaround time and ensuring consistent product quality.

Product Business Partner

ByteDance; *08/2020 – 08/2021*

- **Oversaw** content quality for top 3 products (Helo, Resso, SnapSolve), ensuring adherence to global quality standards.
- **Led and trained** in-house and partner site teams, improving performance via knowledge checks and KRA governance.
- **Optimized** APAC-level **back-office operations**, standardizing **4+ performance reports** for insights and decision-making.
- **Managed** operations for a **250+ member team**, implementing quality checks and continuous process improvements.

Senior Associate – Compliance

InfoEdge (Naukri.com); *06/2019 – 08/2020*

- Implemented recruiter **authenticity checks**, sampling **70,000+ recruiters** to uphold platform integrity.
- **Identified and resolved** fraudulent activities, proactively mitigating risks and strengthening user trust.
- **Enhanced** verification & registration processes, improving platform accuracy and reducing compliance issues.

Senior Associate - Category Management

Paytm; *10/2016 – 04/2019*

- **Managed** vendor relations for **3,000+ theatres**, optimizing partnerships and operational workflows.
- **Directed** partner site (Aegis) management, conducting audits and implementing quality control measures.
- Automated reporting using **Advanced Excel, CRM & SQL**, saving **20+ hours per week** in manual effort.
- **Achieved two promotions** within the organization, progressing from customer service to quality audit to category management based on **strong performance & skill growth**.

ENTREPRENEURSHIP EXPERIENCE (9 Years)

Founder, Business Manager, Music Educator

Soulful Creative Academy; *04/2016 – 10/2024*

- **Founded and managed** an independent music education venture, blending business strategy with creative passion. Designed and implemented a structured curriculum, fostering high-quality music education.
- **Scaled** a passion-driven venture into a **sustainable business**, achieving ₹6L annual revenue with **250+ students**.
- **Designed & optimized** a music curriculum, reducing student costs by **50%** while maintaining high-quality education.
- Implemented **marketing** & **customer acquisition** strategies, generating **15,000+ organic impressions/month**.
- Led **end-to-end operations, budgeting, and pricing strategy**, ensuring efficient financial planning, cost management, and long-term sustainability.