

Chaitanya Kovvuri

EXPERIENCE

SAP AMERICA INC.

Sr. Principal (Expert), Value Advisory

Chicago, IL

Jan 2016 – Present

- Drive enablement and awareness of embracing sustainable business processes. Help business develop strategic roadmap of making sustainability investments.
- Engaged CXO by owning key topics of feasibility, risk, and value in every exec interaction. Utilized customer journey mapping to guide and tailor product positioning and roadmap to close first NA deal for SAP Connected Goods. Highlighted KPIs influenced and analyzed pricing strategies based on multi-year value potential aligned to customer priorities.
- Designed GTM strategy to drive use case awareness across matrixed sales and Pre-sales organization. Engaged with engineering/ solution advisory for use case validation and led outreach across partner ecosystem to increase awareness and drive joint GTM efforts. Led pipeline growth, and demand generation by engaging regional leadership, driving regional events, and leading strategic account planning and 1: Many events. Influenced \$20M in pipeline by targeting top 10 Strategic accounts across North America. Guided sales teams on deal prioritization, qualification, competitive differentiation, and value prop articulation.
- Led strategic pursuits culminating in strong customer references, global collaboration, and VAT enablement.

DELOITTE

Sr. Engagement Manager

Chicago, IL

Jul 2013 – Dec 2015

- Responsible for multi-million-dollar budget portfolio and driving product strategy, new product development and product enhancements. Recruited and led agile teams across USA, India, Argentina, and Ukraine.
- Led cross-functional agile engagements to develop and rollout Expense Mgmt. for \$13B professional services firm involving persona development, product ideation, feature and product roadmap definition and business justification. Guided stakeholders and owned responsibility for change management, partner integration and vendor management.

Engagement Manager

Apr 2011 – Jul 2013

- Created a digital transformation strategy aligned with the customer's vision of a unified customer experience across all Finance Program offerings; presented effort vs. value to senior finance executives; led to \$10M in Wealth Management based investments.

Product Owner – Enterprise Applications

Nov 2002 – Mar 2011

- Managed the process transformation a professional service firm's global asset management group. Engaged vendor team across multiple continents to identify a resolution for performance of business-critical revenue recognition process; established KPIs and led process re-design initiatives with stakeholders; reduced delays on project closure activities.
- Received Outstanding performance award (top 1%) for playing a key role in the successful implementation of a \$20M Enterprise transformation project.
- Key roles in transformation projects across consumer product, wholesale distribution and retail industries spanning the globe. Emphasis on business process enhancement across finance, order to cash and supply chain processes.

EDUCATION

THE UNIVERSITY OF CHICAGO BOOTH SCHOOL OF BUSINESS

Master of Business Administration: Finance, Strategy, Managerial and Organizational Behavior

Chicago, IL

Dec 2015

- Dean's award for 'Building the Booth Brand' and led Booth Volleyball team to victory in 2013 Inter-University MBA Cup

UNIVERSITY OF MADRAS

Bachelor of Engineering (Electronics and Communication)

Chennai, India

Jul 2002

- Winner of Pemaiah Memorial Gold medal for the best outgoing student

VOLUNTEERING

- President – Toastmasters Club of Naperville
- Teacher – Colibri Learning Foundation – Conduct English Learning sessions for Non-native speakers / immigrants
- Student Ambassador & Member of Recruiting Committee – The University of Chicago Booth School of Business
- Leader – Student Advisory Council – Focused on Student Wellness & Mindfulness
- Dean's award for 'Building the Booth Brand' and led Booth Volleyball team to victory in 2013 Inter-University MBA Cup
- Ability First Business Resource Group – Lead for driving disability focused awareness & technology accommodations
- Deloitte Faculty Excellence – Soft skills trainer
- Cara Program, Chicago – Skills Assessment – Resume Review & Mock Interviewing
- Teacher – Nashville Public Library – MS Office Skills Enablement
- Team SWAS – Half Marathon Community – Educating South Asian community on running half marathons
- Impact Day Lead – Led Cultural Activities & Clothing/Medicine Drive at Hospital for Hansen's Disease Patients