

AJAY JAIN

Aurora, IL 60502

Cell: [REDACTED]

SUMMARY

Experienced global technology leader in financial services industry with extensive experience in business intelligence, data analytics and electronic trading systems. Successfully led several large-scale IT transformation and application delivery initiatives that delivered enhanced business value and significant cost savings through technology. I am passionate about building culture and systems that create long lasting value for the organizations and communities that I am part of.

EXPERIENCE

CME GROUP INC (A CME/CHICAGO BOARD OF TRADE/NYMEX COMPANY)
Executive Director, Distribution Systems

Chicago, IL
Mar 2017 – Present

- Leading globally distributed delivery teams of CME's strategic front end trading systems CME Direct, Elysian and CME Instant Messaging platform (80+ engineers), with a mission to enhance distribution of exchange products and services through technology across all channels
- Led the launch of next generation instant messaging platform for CME Group, retiring the legacy Pivot messenger resulting in \$1M in IT cost savings. New platform has enabled the automation of price capture and reporting in physical commodity trading space
- Slashed annual IT spend by \$2M on an annual budgeted spend of \$20M within first 9 months of taking on the leadership role, through team re-structuring, higher QA automation and hardware virtualization

Executive Director, Cloud and Business Systems

Nov 2014 – Feb 2017

- Led the transformation of Big Data architecture to support near real time business insights replacing legacy business intelligence reports that lagged the actual events by a week to a month
- Brought about mindset shift towards Business Intelligence self-service by promoting the use of latest Amazon cloud offerings, upgrading the team's skillset and establishing new leadership in data analytics team
- Implemented the enterprise data architecture to capture critical client entity information and relationships in an enterprise data store that facilitates higher quality business intelligence and easy client onboarding
- Established a new sales and delivery channel for CME historical market data (\$2MM in revenue) by creating an online store backed by Amazon cloud storage and data access API
- Migrated ERP systems from PeopleSoft to Workday thus reducing annual capital expenditure by \$1.5M and increasing enterprise productivity
- Migrated exchange business process management systems to Appian cloud; realized 25% productivity gains from freed up development capacity and saved \$500K in infrastructure cost

Sr. Director, Platform Strategy

Aug 2013 – Oct 2014

- Instituted the customer experience program for CME Group with clearly defined metrics for customer engagement, employee engagement and return on customer experience investment (ROCXI). Realized 100% growth in customer engagement against the metrics
- Transformed customer experience interacting with CME by unifying 30 different client facing applications under a single customer portal and streamlining the on-boarding processes for key exchange services

Director, Corporate Strategy Execution

July 2012- July 2013

- Enabled revenue growth of \$100M (28% growth over 2 years) from market data licensing business through a new pricing strategy that took new market structure into account and protected the business from revenue decline
- Enabled accurate client targeting, better sales force alignment, and accurate customer segment performance tracking through enhancements to business intelligence data architecture and client data capture process
- Led a strategic study of customer concentration in CME Group markets that provided a structured framework to senior management to analyze concentration risk and design customer incentive programs

- Managed an enterprise wide program to monitor the progress and execution risk of critical IT projects in response to rapidly changing regulatory regime (Dodd Frank, MIFID, ESMA regulations)

Director, Architecture

Aug 2010 – June 2012

- Led the development of a product (Brio) for CME Globex testing automation. This product reduced QA effort on regression testing of CME Globex trading engines by 80% and is being used exchange wide for more than a decade
- Built a team to develop strategy for testing of CME trading systems; the team ensured successful quality assurance of a multi asset trading platform developed with a partner exchange resulting in successful deployment and go-live of this new platform
- Led the launch of a new enterprise product to establish tight integration between financial message specifications and quality assurance. This product translates message specifications directly into automated test cases
- Developed an open source framework for end to end automated testing of web based GUIs and back end trading systems. This framework facilitated the offshoring of bulk of automation effort

Manager, Electronic Trading Systems

Aug 2008 – Jul 2010

- Developed an in-house tool to monitor CME markets in real time using CME FIX/FAST market data protocol; this product replaced a licensed application saving significant annual licensing cost

Consultant, IT Systems Integration (Employer: Saven Technologies Inc)

Mar 2006 – Aug 2008

- Stepped up to lead a critical framework development project in a crisis situation arising from resignation of the manager; led a team of 3 peers by influence until being formally given the title of team manager
- Streamlined software release process reducing time between new releases by 50%; reduced pending complaints and defects by 80% in three months; received positive stakeholder feedback

INFOSYS TECHNOLOGIES LTD

Account Lead, Programmer Analyst

Chicago, IL, Pune India

Mar 2004 - Sep 2005

- Drove 4x revenue growth from a new client engagement within first nine months through careful client relationship management and technology innovation on six concurrent projects ensuring on schedule defect free deliveries
- Enabled a new Point of Interest product roll out for a leading North American geographic data provider through careful business process definition and architecture transformation; this process and new architecture reduced time to market by 3 months with improved data quality

Software Engineer

Feb 2001 - Mar 2004

- Won “Rookie of the Year 2001” and “Most Valuable Person of the Year 2003” awards for exceptional performance; consistently rewarded top level compensation increases (top 5% among 50,000 employees)

ADDITIONAL

- Running a not for profit Sunday school in Aurora, IL since 2014 to teach Hindi language to local community kids. School has drawn 50+ kids from more than 30 families in the community within first 3 years of launch.

EDUCATION

THE UNIVERSITY OF CHICAGO BOOTH SCHOOL OF BUSINESS

Master of Business Administration (Entrepreneurship, Finance)

Chicago, IL

Mar 2007 – Jun 2010

- GMAT 740 (98th percentile); graduated with honors co-chair of the Booth Consulting Club; Social Chair of the Student Advisory Council, Student mentor, and Chicago Booth admissions committee member

NATIONAL INSTITUTE OF TECHNOLOGY

Bachelor of Engineering (Mechanical Engineering)

Jaipur, India

Jul 1996 - May 2000

- Graduated with honors; ranked among top five students in a class of 65