Roma Mishra

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Summary

Enterprise technology professional with 6+ years of experience scaling global B2B tech solutions. Experienced in steering global enterprise rollouts across 70+ countries, resolving high-stakes client challenges, and driving adoption at scale through stakeholder alignment and execution under pressure. Combine strengths in product strategy, cross-functional leadership, and structured problem solving to deliver business transformation and measurable outcomes.

Professional Experience

Software Developer 2 | Oracle India | Hyderabad

- Led global rollout of Oracle's tech management interface across 3,500+ international client properties (Marriott, Wyndham, Atlantis), transforming guest engagement and billing processes, enabling personalised guest recommendations; delivered 100K+ incremental transactions and cut billing disputes by 10% in 6 months.
- Designed, built and launched SIMSecurity, a mission-critical enterprise security application integrated into Oracle's global technology suite that strengthened client data security, lowering vulnerability rating from CRITICAL to LOW and safeguarding 330K+ client systems globally.
- Directed a 48-hour, high-pressure on-site global deployment for Marriott at its Hyderabad hub, resolving live issues, proactively identifying bottlenecks, and mobilizing resources. Enabled seamless onboarding across 1,600+ sites in 70 countries, demonstrating crisis leadership and client trust-building.
- Implemented an enterprise-wide GST configuration module for Australian hospitality clients, streamlining tax compliance, reducing manual overhead, and enabling 50K+ incremental orders through operational efficiency gains.
- Diagnosed and resolved systemic issues in the petty cash reporting module used across 38K+ global outlets, collaborating with engineering, QA, and client finance teams to eliminate $1,000+ daily mismatches per store. Strengthened financial accuracy, transparency, and executive decision-making for global operators.
- Drove agile adoption in an 8-member team by leading sprint planning, mentoring peers, and acting as POC for cross-functional teams. Achieved 20% faster feature adoption and delivered high-priority modules 15% ahead of schedule.

Software Developer 1 | Oracle India | Hyderabad

- Resolved GDPR-compliant tax failures for 154 Starbucks stores in Germany, safeguarding accurate financial reporting and ensuring business continuity under regulatory constraints.
- Optimized resource utilization by repurposing unused IT assets into kiosks, generating $15K+ in cost savings and underscoring strategic cost management.
- Closed 2,000+ product vulnerabilities flagged by external audits, significantly strengthening security posture and reducing data breach risks for global clients.
- Partnered with VP-level stakeholders and PMs across the US, Germany, Spain, and India, to translate business needs into technical requirements, ensuring cross-functional alignment and timely delivery of global tech projects.

Education

B.E (Computer Science) – *Birla Institute of Technology* | *Mesra, Ranchi*

Accomplishments and Awards

- Awarded Entry Scholarship for PGPX 2025-26 at IIM Ahmedabad, selected among 157 candidates.
- Won Oracle Hackathon 2021 (among 50 teams) for developing an AI-driven food-ordering chatbot, enabling guest self-service, optimizing on-site human resource needs, and improving turnaround time by 15%.
- Awarded scholarship for higher education under Innovation in Science Pursuit for Inspired Research (INSPIRE) from Govt. of Maharashtra, awarded to top 1% performers in Class XII board examinations.
- Achieved the highest grade in the Maharashtra Intermediate Drawing Exam conducted by The Maharashtra State Board of Art Education in 2006. Every year 350,000 participants appear in this exam.
- Won the 'ALL INDIA INTER AECS EXHIBITION' (organized by Atomic Energy Education Society) in social science project category two consecutive years (2008 & 2009), selected from 130 exhibits across 30 AEES schools nationwide.

Co/Extra-curricular

- Coordinator, The Red Brick Summit (IIM Ahmedabad) : Leading a 70-member team for India's largest B-school management fest, engaging 30K+ participants, 50+ in sponsorships, and prominent speakers.
- Volunteer, NSS (2012-16) : Drove community service initiatives, including plastic waste reduction through handmade paper bag distribution.
- Director, Literary Society (BIT Mesra, 2015-16) : Led campus literary activities and national-level representation.
- Organizer, ROSTRA 2016 : Managed a 3-day national inter-college literary fest.
- Active Contributor, Literary Culture (2012-15) : Represented institute in Kavi Sammelan and Youth Parliament debates.
- Trained Hindustani Classical Vocalist : Formal training at Akhil Bharatiya Gandharva Mahavidyalaya, Mumbai.
- Trained Bharatnatyam Dancer : 4 years of classical dance training.