HARRIS RANA

harrisrana.com ↗

TRANSFORMATION | PROGRAMME DELIVERY | CONSULTING GROWTH

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PROFILE

Transformation leader combining enterprise delivery with relationship-led growth, with 10 years of experience across financial services, consumer goods and aviation. **Wins new clients, opens relationships from a standing start, earns trust on the ground and grows them into steady, compounding revenue**, then owns the delivery that keeps them. Chairs C-suite forums, owns programme budgets and benefits realisation, and builds the operating models, partnerships and talent pipelines an organisation grows on. Currently leads accounts, sales, marketing and people for a scaling consultancy while running frontline delivery for global banks, insurers and asset managers.

CORE EXPERTISE

Strategy to Execution | Executive Stakeholder Management | Proposition Development | Target Operating Model | Change and Adoption | ERP Delivery | Programme Leadership | AI Tool Development | Portfolio Governance | Data Transformation | Benefits Realisation | Marketing Strategy | People Leadership | Account Growth

SELECTED CLIENTS AND ORGANISATIONS

Standard Life | abrdn | Unilever | HSBC | TSB | LBG | ING | BBRS | dnata | APG

PROFESSIONAL EXPERIENCE

TRANSFORM TOGETHER CONSULTING

OCT 2024 – PRESENT

Managing Consultant

Delivery leadership, account growth, marketing and people

- Lead flagship transformations for UK financial-services clients, from consolidating global accounting feeds onto a single data platform to mobilising a new independent-advice service; accountable for plan, governance, risk and executive alignment.
- Originated and secured Standard Life's five-year Digital Spine programme, worth approximately £1m in annual and £5m in total revenue to the firm.
- Lead the commercial growth of the Standard Life account, securing four consulting roles and originating two further opportunities across digital, data, finance and analysis.
- Developing a scalable asset-management channel designed to provide direct access to portfolio companies and create a repeatable route to market for transformation and operational-improvement engagements.
- Delivery lead on two Standard Life programmes: redesigning the customer digital tribe's operating model and 2027 performance targets, and a CBEST regulatory programme hardening security to regulator-set expectations.
- Developed a strategy-to-execution proposition for APG, translating asset-level investment priorities into executable transformation roadmaps to improve operational performance and long-term portfolio value.
- Build senior sales pipeline across banking, insurance, asset management and industry through executive relationships, events, proposition development and board-level pitches, and own marketing end to end, from operating model to the campaign cadence behind inbound leads.
- Line-manage consultants and interns across performance, deployment and development at high utilisation, and run a repeatable internship programme that strengthens the firm's early-career talent pipeline.
- Built AI-enabled tools for sales pipeline tracking, Standard Life account management and consultant profile creation, and led firm-wide AI upskilling.
- Established the firm's strategic partnership with TCS and led empanelment, opening access to larger enterprise opportunities.

CONTRACT ENGAGEMENTS

OCT 2023 – OCT 2024

Independent Transformation Consultant

Global ERP Implementation Lead, dnata

JUN 2024 – OCT 2024

- Led global ERP procurement and implementation, from requirements and RFT through vendor evaluation and proof of concept, and set the region-by-region deployment model.
- Aligned regional and functional leadership behind a single roadmap, governance model and implementation approach.

Product Delivery Lead, Unilever (via RGP)

OCT 2023 – JUN 2024

- Delivered five analytics products across markets and business groups, underpinning close to €30m of waste reduction.
- Owned the global roadmap and budget across time zones, reporting progress and realised value to senior leadership.

CAPCO

NOV 2021 – OCT 2023

Senior Consultant, Project Manager, HSBC

- Ran enablement across a 16-programme portfolio, defining the delivery model, governance and processes that moved every programme to a consistent end state.
- Chaired C-suite steering forums, controlled programme financials and resourcing, and led teams of consultants and analysts through planning, execution and control.
- Designed the demand-management and operating models, control indicators, benefits frameworks and training adopted across the portfolio.
- Mobilised global ESG initiatives from objectives and roadmap to decision tools and new ways of working.
- Led an accelerated regulatory-compliance workstream and launched a Design Thinking programme to define the future state.

EY

SEP 2016 – OCT 2021

Consultant, Programme Management

- Led PMO and change delivery at workstream, project and programme level across six financial-services clients, reporting to programme directors and executive sponsors.
- Ran integrated delivery across eight workstreams at Lloyds Banking Group, holding the plan, dependencies and reporting into the programme board.
- Took BBRS, a new dispute-resolution body, from set-up to pilot readiness, establishing governance and steering under parliamentary scrutiny.
- Assessed operating practice across ten countries for ING's AML and KYC programme and drove consistent international delivery.
- Recommended strategic pivots on customer-sensitive programmes at Lloyds Banking Group and facilitated the workshops that landed credit-risk change at TSB.
- Built current and future state operating models and transition roadmaps for the Standard Life and abrdn merger, plus the cost-benefit case behind HSBC investment decisions.

QUALIFICATIONS

PRINCE2 Agile Practitioner | CDMP Associate | Professional Scrum Master I | Microsoft Azure AI Fundamentals | Royal Academy of Engineering Fellowship

EDUCATION

MSc Petroleum Engineering 2014 – 2015
Imperial College London

BEng Mechanical Engineering 2011 – 2014
First Class Honours, Brunel University London

Earlier: Petroleum Engineer, Petrofac (Jun to Sep 2015), integrated asset modelling in the IPM suite.

LEADERSHIP AND INTERESTS

Organises and hosts events for Azeemia Foundation UK, promoting peace through diversity. English editor for Qalandar Shaoor Monthly, co-founder of a creative media and music venture, and author of three self-published fantasy and science-fiction novellas.