

PROFESSIONAL SUMMARY

As a techno-commercial Leader with over two and a half decades of experience in the IT and ITES industry, the core competence over the period has been in Information, Product Engineering & Digital Technologies. This includes major areas of business activities comprising Strategy, Consulting, Sales, Building Businesses, Strategic Alliances, XAAS Model transformations, Global Delivery & Operations Management, and Architecting Turnkey Solutions to supersede aggressive targets with P&L responsibilities.

PROFESSIONAL SKILLS

Extensive hands-on experience in the areas of People Management, Business issues, Need Analysis, Transformational Solutions, and Technology led Services while developing the following skill sets:

- P&L Management with Strategic & Tactical planning for organic and inorganic business growth
- Growing & Managing, Geographies, and Large Global Strategic & Captive Accounts
- Building Competency centers, formulating presales teams for transformational services with people management, and creating leaders with effective succession planning
- Delivering Software Product Engineering, Enterprise, and Digitalization based Technologies (SMAC & IoT) through Global & Hybrid Delivery Models (Onsite – Near Shore - Offshore)
- Managing Practices through Technology & Industry domain experts
- Creating Alliance channels with global partners for JGTM's.

Industries & Domain catered to include – ISV (Independent Software Vendors), Large Enterprises, Energy & Utilities, Manufacturing, Retail, CPG, Payment, Logistics for Global Outsourcing in Digital Supply Chain Management, Procurement and Analytics (AI, BI) domain using Cloud & Data Science Technologies.

WORK EXPERIENCE (1991 – 2022)

Company	:	SOUL LLP - 2022 – TD
Designation	:	CEO
Company	:	Seesim Technologies & Services INC NVGCO Group Co. - 2020 – 2022
Designation	:	CEO & CIO : Canada
Company	:	Bristlecone Inc -Mahindra Group - 2011 – TD
Designation	:	VP–Global Product Engineering Services: USA
Company	:	Siemens Info. Systems Ltd. 2010–2011
Designation	:	Chief Mgr & Head - Global Outsourcing: India
Company	:	Wipro Technologies. 2007 – 2010
Designation	:	Head - Global Presales – E & U: India
Company	:	Ismart International ltd. 2002 – 2007
Designation	:	Head – IT Strategy & Technical Marketing: India Head Delivery– Embedded & Software Solutions Group
Company	:	E Technologies 1996 – 2002
Designation	:	Entrepreneur: India
Company	:	ACI 1991 - '96
Designation	:	GM – IT Solutions – Delivery & Engineer–Support: India

PROFESSIONAL QUALIFICATIONS

- B.E (Electronics and Industrial Electronics) : Pune University, India
- Executive Program for Operations Management : IIT – D, India
- Executive Program for Business Management : IIM – C, India

PROFESSIONAL CERTIFICATION

- Leading Teams for High Performance : ISB, India
- Accelerated Sales Force Performance : ISB, India

LATEST PAPER PRESENTED

Enterprise Digital Services & Digitalization Framework:
<https://www.bcone.com/enterprise-digital-services-framework-wp/>

LIST OF ACHIEVEMENTS

- Built and Ran - 2 businesses successfully with complete P&L and over 2500 consultants
- Bootstrapped product business and cofounded an online business – exited after the desired scale
- Successfully managed 42% of global revenue and grew business at over 45% CAGR
- Executed 2 large Digital Supply Chain and Procurement Transformations for large conglomerates
- Successfully executed and won very large Rfp's including a global Rfp value of \$2.1 Bn. TCV
- Strategic ISV Partnerships which monetized to produce 23% of revenue for the Unit
- Acquired and Merged LLSP (PWC group company) BPO operation on behalf of Ismart Intl Ltd.

PROFESSIONAL MEMBERSHIPS, ALUMNI & CERTIFIED ACCREDITATIONS

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| • ULTIMATE TRADERS PACKAGE | Market Traders Institute Inc, USA |
| • IIM ALUMNI | Indian Institute of Management, IND |
| • IIT ALUMNI | Indian Institute of Technology, IND |
| • AMA | American Marketing Association, USA |
| • DIGITAL MARKETING | Fundamental of Dig Mktg, Google, USA |

PUBLICATIONS

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|----------------------------------|---------------------------|
| • TUNING TO YOUR HIGHER SELF | INTERNATIONAL BEST SELLER |
| • CHANGEALIZATION | INTERNATIONAL BEST SELLER |
| • DIGITIZATION DIGITALIZATION | WHITE PAPER |
| • ORGANIZATION CHANGE MANAGEMENT | EBOOK |