



Chief Operating Officer | Chief Business Officer - BFSI

Search Strategy & Sample Prospects

Contents

1. Our understanding of TREDENCE

2. Our understanding of the role: Chief Operating Officer

Role Overview and Key Focus Areas | Key Deliverables | Strategic Priorities | Key Performance Indicators | DNA of a Successful Candidate

3. Our understanding of the role: Chief Business Officer – Banking and Financial Services

Role Overview and Key Focus Areas | Key Deliverables | Strategic Priorities | Key Performance Indicators | DNA of a Successful Candidate

4. Search Methodology and Timeline

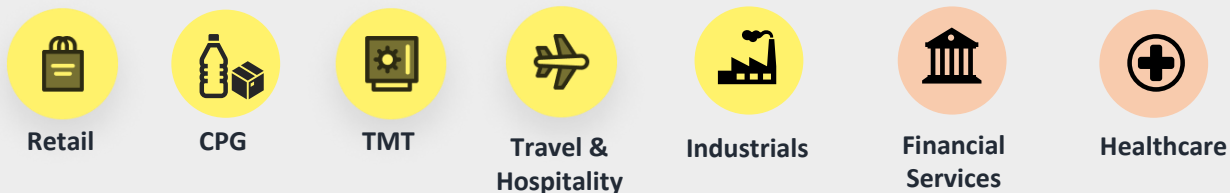
5. Potential Search Universe

6. Sample Prospects for Calibration

7. Positive Moves Engagement Team

Tredence is a Bay Area headquartered **fast-growing data science and AI engineering company that focuses** on transforming **last mile delivery of insights into actions by uniting its strengths in business analytics, data science, and software engineering.**

Key Client Sectors



Key Capabilities



Tredence bridges the gap between insights delivery and value realization by enabling last-mile adoption of data science and advanced analytics.

7+

Industries

1800+

Team

10+

Global Delivery Centers

Helping clients globally accelerate value realization from their analytics investments

Strategic Priorities Going Forward



Growth Target



Growth in Revenue

Our understanding of the role: Chief Operating Officer

Role Overview and Key Focus Areas | Key Deliverables | Strategic Priorities | Key Performance Indicators | DNA of a Successful Candidate

Role overview and Key Focus Areas

Title: Chief Operating Officer **Reporting:** Co-founder/ CEO

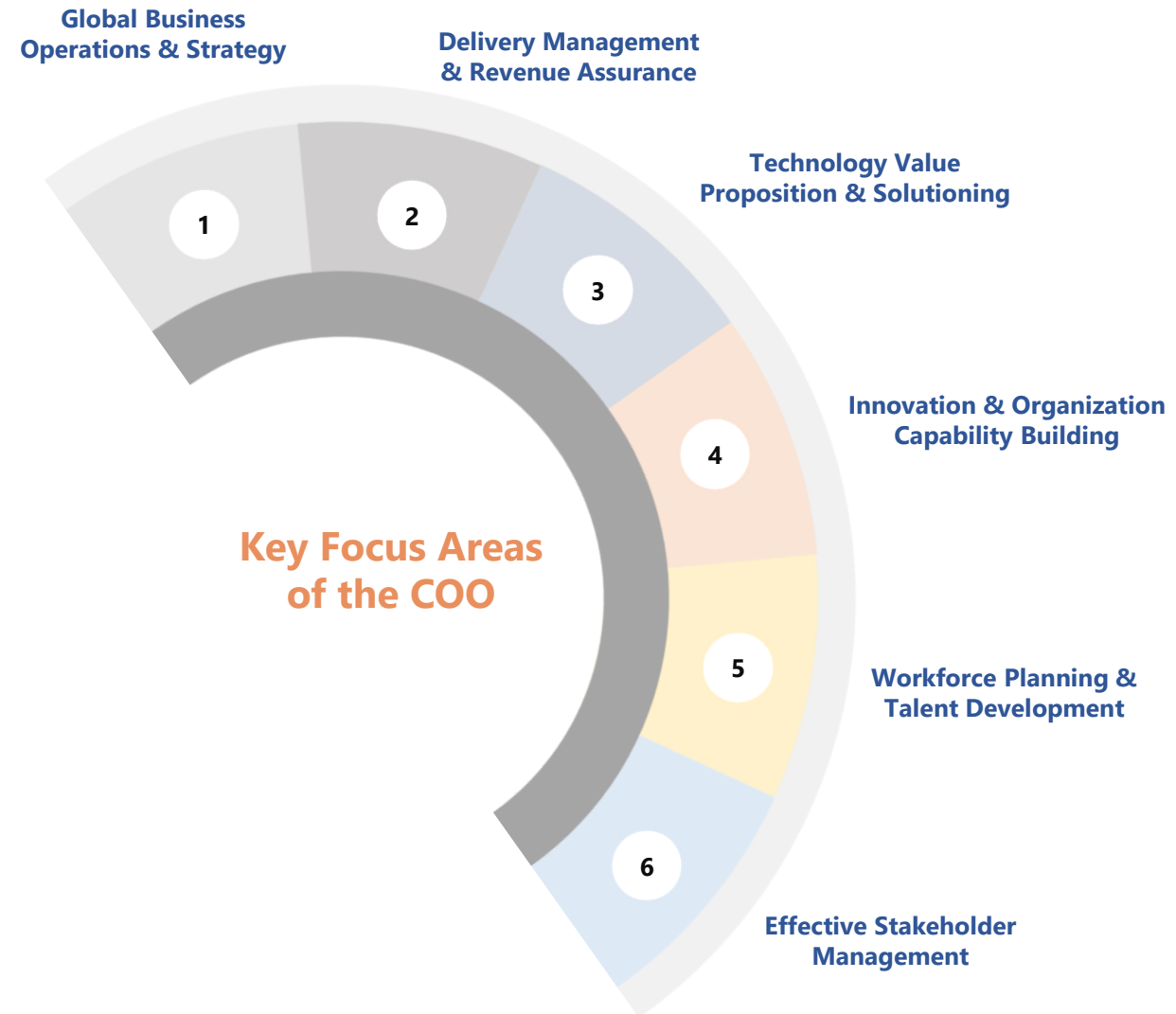
The Chief Operating Officer is a critical member of the organization's executive leadership team who will have the overall responsibility of **leading global operations and end-to-end client delivery across all practices/ service lines for the company.**

Heading global business delivery for Tredence's eclectic suite of analytics and data science services, he/she will set up a practice-oriented structure for delivery transformation; and lead end-to-end design and development of new-age analytics solutions catering to clients across diverse industries.

Additionally, s/he will also lead and ensure the end-to-end execution of customer engagements through global talent management and delivery of AI consulting, Data science, Analytics and other functional consulting services, by **partnering closely with clients and enabling them in building capabilities that drive successful business outcomes.**

Along with leading global operations, overall delivery management and solutioning charter for the organization, **fostering a culture of technology innovation, delivery excellence and maintaining an operating model that aligns with business priorities** is a strategic imperative for the role. The incumbent would be **responsible for leading and implementing transformational initiatives that enhance customer satisfaction and deliver on profitability and quality metrics.**

A proven talent scout and builder, the leader will also drive novel talent management and workforce development initiatives at a global arena with a focus on positioning Tredence as one of the most disruptive employers in the industry known for nurturing leaders of the future.



Global Business Operations & Strategy

- **Take charge of Tredence's global business operations by providing strategic and operational leadership towards strengthening the company's operating capabilities** with the aim of surpassing customer satisfaction and retention metrics, and growth objectives.
- **Lead the development of the strategic plan, budget plan, operating plan and other project plans** to channel resources to the most important efforts – how funds can be reprioritized, how all departments can be unified, what operating measures can be incorporated to improve efficiency through technology, etc.
- Provide cross-functional leadership to various departments - sales, legal, marketing, IT, human resources, and business development; **Optimize business workflows to meet established standards and outputs; Build effective and consistent governance and reporting structures.**
- Identify avenues and implement outcome-based interventions to **increase productivity at all levels** across various functions of the company; **Manage capital investments and expenses effectively** to ensure that the company achieves investor targets for growth and profitability.

Delivery Management & Revenue Assurance

- **Enable a world-class client centric delivery culture** with the right people, processes and innovation, and set the right performance standards to deliver strategic business outcomes on schedule and ahead of competition.
- **Lead, mentor and motivate high performance project delivery resources for seamless delivery of various engagements for all clients.** Establish operating procedures, work assignments, planning, and all project management activities across the delivery organization and meet targets for project revenue, profitability and staff utilization.
- **Design and implement frameworks for performance optimization, scalability, security, reusability for delivery excellence and customer delight.** Take complete ownership for Delivery Governance across all the accounts and carry out regular project audits to evaluate SLA, compliance and quality.
- **Establish and drive a creative and effective business strategy to ensure quarter over quarter and year on year revenue assurance;** Develop and execute plans to ensure profitability, deploy mechanisms to monitor new and existing revenue pipeline across technology capabilities, service lines and accounts.

Technology Value Proposition & Solutioning

- **Ideate, assess and develop the technology value proposition for Tredence across all major service lines** (AI Consulting, Data Engineering, Supply Chain, Industry X.0, Customer Analytics, CX Management, and Support Solutions) and **establish the charter for an innovative solution strategy and governance.**
- **Design and execute strategies for conceptualizing, developing and commercializing new solutions, service lines and offerings** based on a thorough industry analysis, backed by a profitable value creation/ revenue growth model.
- **Partner with members of leadership team to assess and plan future investment opportunities** around niche and upcoming technology domains with a **focus on strengthening Tredence's competitiveness, differentiation and repertoire of credentials.**
- Stay abreast of the shifting dynamics within the advanced analytics, AI and data science consulting ecosystem to **identify and capitalize opportunities for growth thereby building a robust organization that is armed with solutioning capabilities of the future.**

Innovation and Organization Capability Building

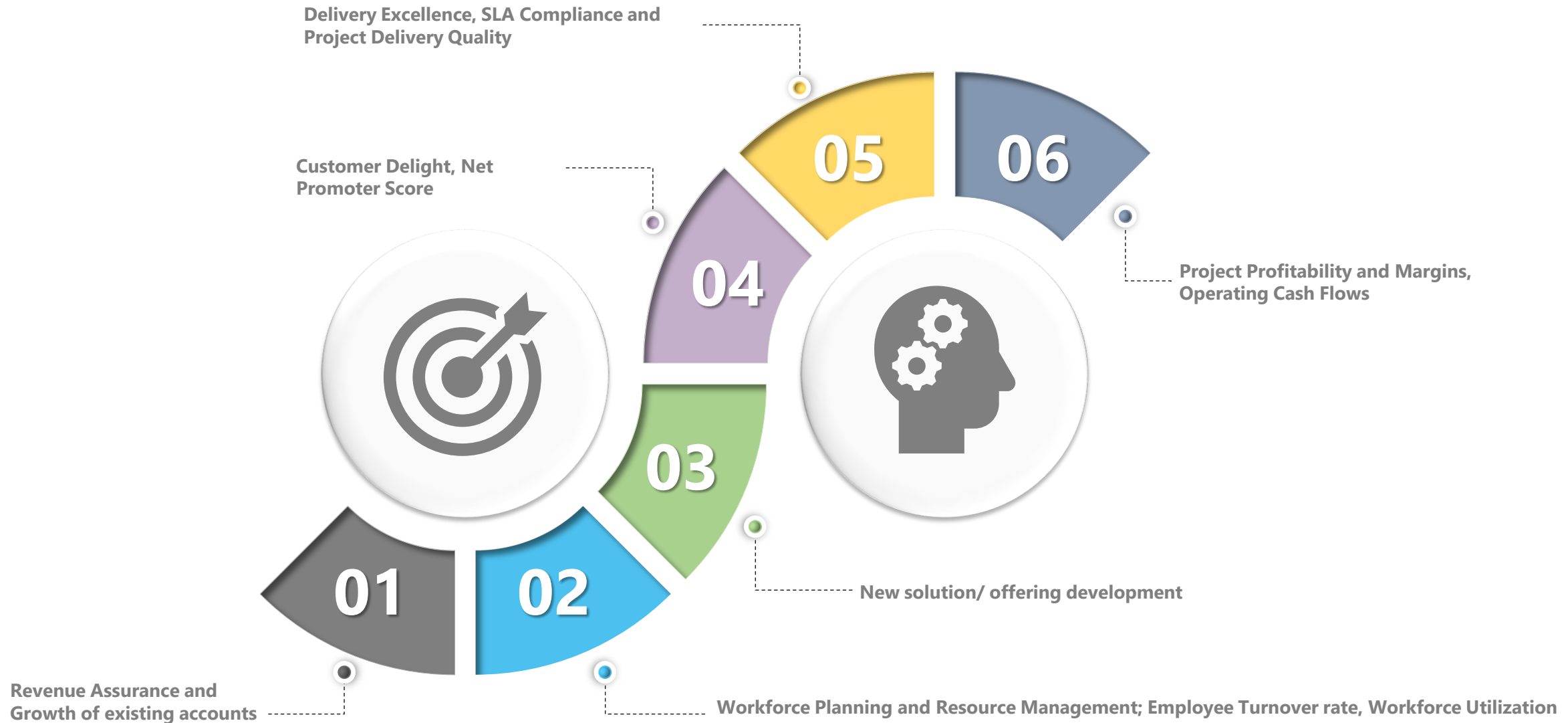
- **Define and institutionalize a culture of innovation and excellence** by hiring exemplary leaders who can build high-performing teams, **institutionalize cutting-edge development practices** and are constantly seeking to question the status-quo.
- **Serve as the lead-scout for identifying organic and inorganic growth opportunities** pertaining to building technology and digital capabilities; **Identify avenues for co-investing/ innovating with strategic customers** and partners for creating new offerings/products/IPs.
- **Incubate next generation technology and service offerings;** Facilitate the development of disruptive IP, and collaborate with well-known industry and academic institutions globally to **position Tredence as a disruptive player in data science, AI and advanced analytics consulting solutions ecosystem**
- **Serve as a thought leader - Create industry and sector specific Use Cases/User Personas for various service offerings** and build an Organizational Solutions and Go-To-Market meta data repository thus expanding Tredence's intellectual capital.

Workforce Planning & Talent Development

- **Lead an organization-wide strategic workforce planning roadmap and framework to support significant workforce growth, talent restructuring, workforce optimization, metrics and talent development.** Identify specific skills, experiences and staffing levels required to effectively manage and complete all projects/ programs
- **Up-level organization solutioning and delivery capacity** - An exemplary coach, mentor and leader, the incumbent will **lead, motivate and upskill the capabilities for various service lines and delivery units** to improve delivery schedules, drive technology innovation and accelerate revenue generation
- **Act as a global talent scout for Tredence ensuring that the organization attracts and grows a team of dynamic evolved and new-age data science, analytics and digital technology professionals.**
- **Drive a culture that is focused on growth, accountability and ownership** across the global solution and delivery teams; Build a **strong organization culture that is driven by a purpose for execution, innovation and focuses on speed.**

Effective Stakeholder Management

- **Provide regular cadence with top customers, Seek the pulse of customer and provide continuous feedback** on engagements while also keeping a keen eye on emerging trends and market dynamics to scan for new opportunities.
- **Develop client and stakeholder trust, both internally & externally,** through authentic leadership and actions.
- **Build meaningful and productive relationships with client executives** – act as a trusted advisor on all digital transformation related challenges that clients may need assistance with.
- **Partnering with members of the leadership team** on matters pertaining to acquisitions, strategic partnerships, market expansion or during various board meetings/ operating reviews.
- **Work with cross functional teams - business development, account management, pre-sales, talent management** and other internal stakeholder groups to orchestrate win-win outcomes for all.



Strong Global Delivery & Operations Experience

Seasoned operations and technology service delivery leader with understanding of the AI consulting, data science and analytics services ecosystem; Proven ability to build new and scale existing tech practices

Commercial Acumen

Stellar commercial acumen and business orientation; Demonstrated P&L leadership experience; Brings the ability to drive commercial business negotiations with stakeholders regarding project costs, budgets, margins, profitability etc.

People Leadership

Leads by example, ensuring leaders are empowered and a 2nd line is constantly being groomed. Builds a lean & agile organization culture characterized by flexibility & a forward-looking mindset.

Client Engagement

Strong client engagement experience right from lead origination till successful delivery; Credible P&L leadership experience with a successful track record of revenue assurance and growth from accounts

Entrepreneurial Mindset

Comes with an entrepreneurial mindset; Has the ability to identify growth opportunities and strategize novel ways towards improving efficiencies and profitability of the business by going beyond traditional methods

Strong Track Record

A proven track record of driving synergistic & operational efficiencies throughout the organization; Has successfully built new practices, sub-practices, and COEs as well as scaled up existing practices as per market trends, industry developments, competitive dynamics and customer requirements

Executive Persona

Possesses executive presence, credibility, and strong business acumen to serve as a key decision maker, a trusted proactive advisor and partner to the Leadership team and the Board, shareholders, key customers, and outside constituents.

Effective Communication

Strong communication/presentation skills and negotiation skills in order to influence and engage with key external and internal stakeholders

Our understanding of the role: Chief Business Officer - BFSI

Role Overview and Key Focus Areas | Key Deliverables | Strategic Priorities | Key Performance Indicators | DNA of a Successful Candidate

Role Overview and Key Focus Areas

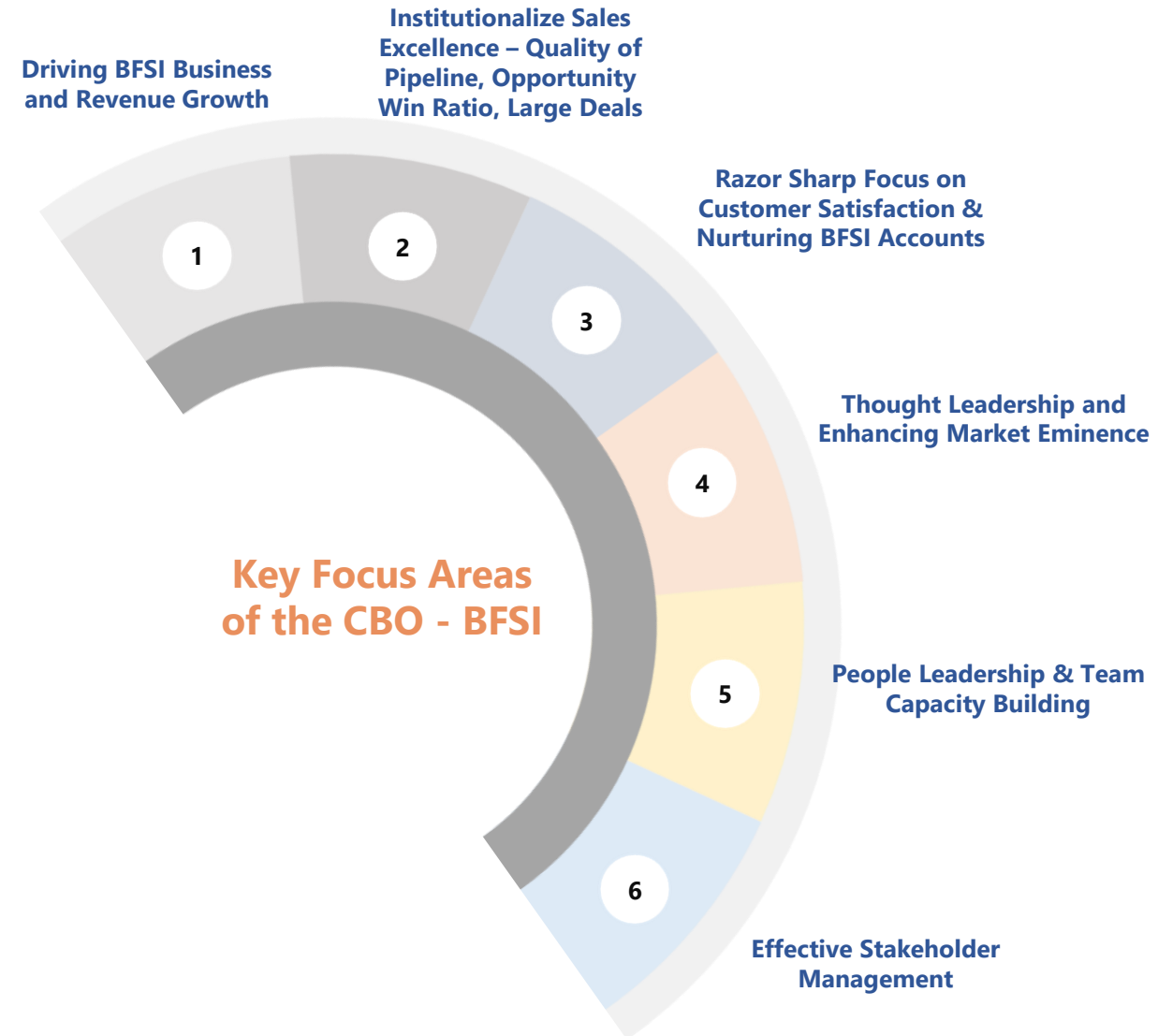
Designation: Chief Business Officer, BFSI **Reporting:** Co-Founder/ CEO

The Chief Business Officer, BFSI (CFO, BFSI) is an executive leadership role with complete Go To Market and Revenue responsibility for the Financial Services vertical globally.

A market maker the CBO, BFSI will drive growth by **creating differentiated value for Banking and Financial Services clients by leveraging data and insights to drive operating model business transformation, competitive repositioning and new product innovation, driving a product centric agile approach, with customers at the center of all decision making.**

A BFSI industry domain and consulting leader, he/she will **amplify Tredence's market eminence in the BFSI industry ecosystem**, by **creating "points of view"** on the industry issues and transformation opportunities, **partnering with the client to co-create analytics/data driven use cases** and **leveraging AI/ML/new technology solutions**

A proven sales leader, he/she will bring sales excellence, account management, sales planning and a metrics driven rigor to Tredence's BFSI sales team.



Driving Business & Revenue Growth

- **Driving top-line and bottom-line growth in the BFSI vertical** by identifying key trends in the BFSI domain and opportunities to leverage data to drive outcomes.
- **Identify new business opportunities & spearheading business wins for net-new and existing accounts;** Expanding wallet share of existing customers.
- **Adopt a structured approach to targeting clients in the BFSI Industry** based on their position in the analytics maturity spectrum, Tredence's capabilities and competitive landscape
- Stay abreast of the shifting dynamics within the advanced analytics, AI and data science consulting ecosystem to **identify and capitalize opportunities for growth thereby building a robust organization that is armed with solutioning capabilities of the future.**

Institutionalize Sales Excellence

- Responsible for developing Sales Strategies and Sales Plans. Prepares, analyses, monitors, and presents sales forecasts and account performance and sales achievement to management team
- Ensures achievement of annual revenue and profit targets in line with Tredence's Annual Operating Plan and takes necessary actions to improve Sales Operations and results / outcomes.
- Drive proposal/ RFP response development, negotiations, MSAs and contracting with client. Support Account Management team in sales pursuits in existing accounts where required
- **Builds revenue assurance capabilities to deliver quarter over quarter and year on year revenue increases**

Razor Sharp Focus on Customer Satisfaction & Nurturing BFSI Accounts

- **Provide regular cadence with top customers, seek the pulse of customer,** continuous feedback, trends and market dynamics.
- **Develop client and stakeholder trust, both internally & externally,** through authentic leadership and actions
- **Foster a culture of building meaningful productive relationships with client executives** – act as a trusted advisor on all digital transformation related challenges that clients may need assistance with
- **Build a consumer insights organization that develops a deep understanding of target consumers. Anticipate market, content, technology changes and trends, envision how these advances will bring about new opportunities** and/or challenges and translate these insights into initiatives to advance business and consumer goals, sales strategy and execution plans.

Thought Leadership & Enhancing Market Eminence

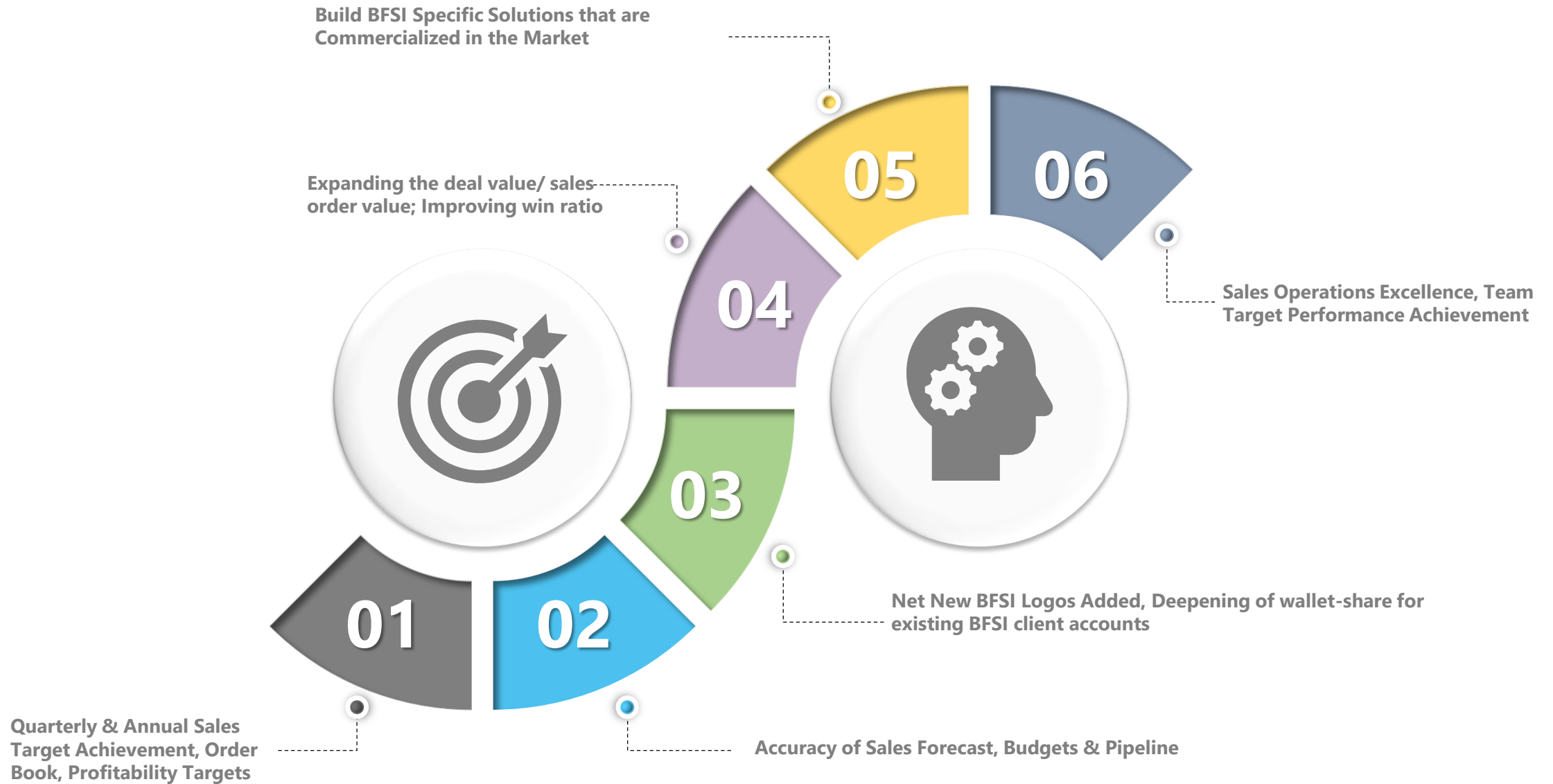
- **Serve in the capacity of a thought leader and visionary in the BFSI domain to expand Tredence's intellectual capital and market eminence in BFSI.**
- **Actively strengthen Tredence's market positioning within the BFSI domain; explore strategic partnerships that expand the organization's solutioning and GTM capabilities.**
- **Incubate next generation technology and service offerings, facilitate the development of disruptive IP, and collaborate with well-known industry and academic institutions globally to position Tredence as a disruptive player in data science, AI and advanced analytics consulting solutions ecosystem**

People Leadership & Team Capacity Building

- **An exemplary coach, mentor and leader, the incumbent will lead, motivate and upskill the capacity of sales, delivery and solutioning teams for the BFSI business**
- **Drive an agenda that focuses on growth, accountability and ownership across the global BFSI business vertical.** Have a keen eye for identifying and nurturing a league of new-age business leaders for the BFSI vertical
- **Act as a global talent scout for Tredence** ensuring that the organization attracts and grows a team of dynamic evolved and new-age data science, analytics and digital technology professionals;
- **Drive an agenda that is focused on growth, accountability and ownership** across the global solution and delivery teams; Build a **strong organization culture that is driven by a purpose for execution, innovation and focuses on speed.**

Effective Stakeholder Mangement

- **Collaborate with the sales, delivery & solutioning teams** in creating solution intelligence, analyze affinities, conduct trend analysis, and ensuring that these are aligned to support and drive sales/conversion in the BFSI business - resulting in win-win outcomes for all
- **Build meaningful and productive relationships with client executives and external advisors** – act as a trusted advisor on all digital transformation related challenges that clients may need assistance with
- **Partnering with members of the leadership team** on matters pertaining to acquisitions, strategic partnerships, market expansion or during various board meetings/ operating reviews



Strong BFSI Domain Expertise

Demonstrated track record of success in growing and building businesses, managing P&L and leading diverse teams in BFSI. Abreast of recent developments in the BFSI industry and emerging needs of customers; Demonstrated success in driving business and revenue growth for BFSI customers in the past.

Commercial Acumen

Stellar commercial acumen and business orientation; Demonstrated P&L leadership experience; Brings the ability to drive commercial business negotiations with stakeholder regarding project costs, budgets, margins, profitability etc.

Talent Architect

Leads by example, ensuring leaders are empowered and a 2nd line is constantly being groomed. Builds a lean & agile organization culture characterized by flexibility & a forward-looking mindset.

Stakeholder/Client Champion

Strong client engagement experience right from lead origination till successful delivery; Credible P&L leadership experience with a successful track record of revenue assurance and growth from account

Entrepreneurial Mindset

Comes with an entrepreneurial mindset; Has the ability to identify growth opportunities and strategize novel ways towards improving efficiencies and profitability of the business by going beyond the traditional methods

Strong Track Record

A proven track record of driving synergistic & operational efficiencies throughout the organization; Has successfully built new practices, sub-practices, and COEs as well as scaled up existing practices as per market trends, industry developments, competitive dynamics and customer requirements

Executive Persona

Possesses executive presence, credibility, and strong business acumen to serve as a key decision maker, a trusted proactive advisor and partner to the Leadership team and the Board, shareholders, key customers, and outside constituents.

Effective Communication

Strong communication/presentation skills and negotiation skills in order to influence and engage with key external and internal stakeholders

Search Methodology and Timeline

Role Definition

- **Detailed understanding** of the client
 - Organization
 - Business
 - Structures
- **Define key deliverables** and success factors
- **Define critical competencies** and assessment parameters

1

Defining the Search Universe

- Develop a **comprehensive search plan** covering -
 - Target sectors
 - Target Companies
 - Geographies

2

Talent Mapping & Identification

- **Mapping, Identification & building a long list** of prospects through primary & secondary research
- **Shortlisting relevant prospects** basis the preliminary information on their track record and experience

3

Briefing & Evaluation

- **Impact brief** on the role to engage candidates
- **Detailed assessment** and evaluation of each candidate
- **Ascertain motivation & triggers to move** through behavioral interviews
- **Collate** compensation data points and conduct in-depth, discreet pre-recommendation reference checks leveraging the Positive Moves' network

4

Follow Up

- **Partner with the Client & Candidate** for ensuring a smooth onboarding process
- **Post joining**, for a few months, **engage with the candidate**, both for feedback on settling down, and his/ her ability to adapt to the new environment, job role and the challenges.

7

Client Process & Facilitation

- **Managing and coordinating** the Client & the Candidates interaction till the final selection
- **Compensation Discussions** & Facilitating Offer and Acceptance
- **Understanding and managing** the candidate's compensation **expectations**
- **Trouble-shooting**, and facilitating offer acceptance

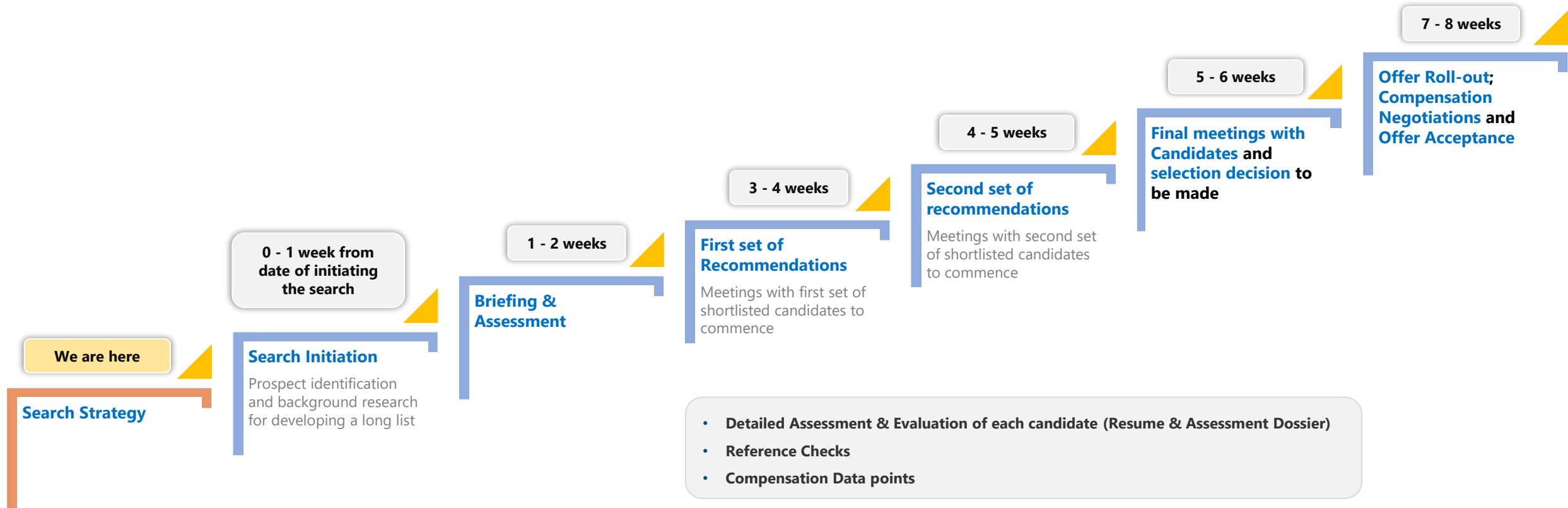
6

Recommending to Tredence

- **Recommendation** of the top candidates
- Recommendations deck to include:
 - Candidate resume
 - Comprehensive assessment dossier
 - Compensation data
 - Triggers for move

5

Search Process Timeline



(All logistics management, trouble shooting, compensation negotiations, detailed formal reference checking and hand holding of the selected candidate till on boarding will be managed by Positive Moves)

*Progress report shall be provided to all stakeholders during execution of the search

Potential Search Universe

Leading AI, Data Science, and Analytics Companies



IT Services & Consulting Companies with established Analytics Practice



*Representative sample; for the purpose of discussions only

Sample Prospects for Calibration

Chief Operating Officer

Sample Prospects - Chief Operating Officer

S. No.	Name	Designation	Organization	Location
1	Padmashree Shagrithaya	Executive Vice President, Global Head - AI, Analytics & Data Science	Capgemini	Bangalore
2	Vijay Yellapragada	Executive Director – Data Analytics and AI	EY GDS	Bangalore
3	Sundaram Ganapathy	Data & Analytics Leader - Technology Consulting	EY GDS	Bangalore
4	Jitendra Chakravarthy Putcha	EVP & Global Head - Data, Analytics, AI, and Hyderabad Center Head	LTI-Mindtree	Hyderabad
5	Radhakrishnan Rajagopalan	SVP & Global Head – Digital, Data & Insights, Connected Universe, QE	LTI Mindtree	Bangalore
6	Rajesh Jagannathan	Chief Operating Officer	Ex Eka Software	Bangalore
7	Abhay Pendse	Vice President, Engineering and Delivery Head - Data & Analytics	Persistent Systems	Pune
8	Krishna Thiagarajan	Senior Vice President and Head - Analytics, Insights & Data	Virtusa	Bangalore
9	Prashant Mehta	Global Chief Product & Delivery Officer, Creative & Experience	Dentsu	Gurgaon
10	Ganesh Sankaralingam	Delivery Head	LatentView Analytics	Chennai
11	Ashish Sharma	Leader – Global AI Hub (ex Director, Co-founder & COO at Bridgei2i)	Accenture (ex Bridgei2i)	Bangalore
12	Santhanakrishnan Ramabadran	Vice President - Analytics Consulting	Tiger Analytics	Chennai



Capgemini EVP, Global Head – AI, Analytics & Data Science

 24 Years+  Bangalore

Executive Summary

In a diversified career spanning over 24 years, Padmashree has crafted and led multiple large and complex transformation programs **delivering strong business outcomes for numerous clients, leveraging Data, Technology, Machine Learning and Artificial Intelligence.**

Currently, as the EVP and Global Head of AI, Analytics and Data Science at Capgemini, she holds the end-to-end responsibility of **service delivery, operations, P/L management, and customer relationship management** across all industry verticals for the business line.

She is also the executive sponsor for niche partners in the space of Analytics and Data Science and **leads the charter for crafting dynamic and disruptive Analytics and Data Science capabilities for Capgemini along with other innovation programs in Business Intelligence/ Machine Learning disciplines.**

Previously at Cognizant, Padmashree was **responsible for structuring & leading the Data Sciences delivery organization. She was the Global Delivery Head for all Data Sciences projects.** She had been instrumental in **structuring, leading and growing the Data Sciences delivery organization with Cognizant** and is known for her exceptional contribution towards building deep-tech capabilities and **leading global service delivery for Deep Learning, NLP, IBM Watson, Cortana, & Graph Analytics engagements for BFSI and other industry clients.**

Work Experience

Date	Company	Role	Location
2022 – Present	Capgemini	EVP, Global Head – AI, Analytics & DS	Bangalore
2021 – 2022		VP, Global Head – Analytics & DS	
2018 – 2021		VP & Head – AI & Visualization	
2017 – 2018	Fractal Analytics	VP, Strategy & Transformation	Bangalore
2016 – 2017	Cognizant	Sr. Director, Analytics & DS	Bangalore
2014 – 2016		Practice Head	Gurgaon
2011 – 2014		CVP – Head BI	Gurgaon
2010 – 2011	Max Life Insurance Co. Ltd.	CVP, IT	
2007 – 2010		VP, Info. Systems	
2003 – 2006		AVP, Business System Analysis	
2000 – 2002	Covansys	Assistant Manager	Chennai
1998 – 2000	HCL Infosystems	Associate Manager	Chennai

Academic Credentials

Cost and Management Accounts from Institute of Cost Accountants of India
B. Com from University of Madras



EY GDS

Executive Director, Data Analytics and AI



24 Years+



Bangalore

Executive Summary

Vijay is a recognized thought leader in the Data, Analytics and AI, helping organizations to leverage data as an asset for competitive differentiation. **He brings over 24 years of experience in managing global service delivery across North America, Europe to Asia-Pacific** and servicing client across multiple industries. **In his current role, he serves as the Executive Director of Data Analytics and AI at the Global Delivery Services organization of EY.**

Prior to this, **Vijay has a phenomenal stint at Wipro where he exemplified service delivery for their global data and analytics practice.** His most recent role was Global Practice Head, Intelligent Data Platforms. **Vijay was leading global solutioning, innovation and service delivery for this horizontal practice as the P&L owner for all Analytics – Platforms & Solutions covering data-information-insights value chain.** His role also involved him to partner and engage with start-ups to assess and evaluate products, platforms and solutions in Big Data, BI/Reporting, Analytics, Data Sciences and Cloud Computing space – for potential alliances, business partnerships/synergies, investments and/or acquisitions.

Vijay's extensive tenure at Wipro has been key to his growth as a solid delivery and operations leader. He brings this unique ability of conceptualizing innovative solutions, **building in-house capabilities within the organization, deploying global programs and delivering a great customer experience at all touch-points throughout the engagement.**

Work Experience

Date	Company	Role	Location
2021 – Present	EY GDS	Executive Director – Data Analytics & AI	Bangalore
2019 – 2021		Global Practice Head – Intelligent Data Platforms	
2014 – 2018		GM & Global Head – Data, Analytics, AI Platforms & Solutions	
2015 – 2016	Wipro	GM & Global Practice Head, Information Management	Bangalore
2013 – 2014		GM & Global Practice Head – Data Integration & Appliances	
2009 – 2013		Delivery Head	
2006 – 2008		Delivery Manager	
1998 – 2006		Technical Manager	



Academic Credentials

B. Tech in Mechanical Engineering from Jawaharlal Nehru Technological University



EY GDS

Data & Analytics Leader – Technology Consulting



26 Years+



Bangalore

Executive Summary

Sundaram is a seasoned delivery leader with over 25 years of **management advisory consulting, account management, pre – sales, engineering experience** in the IT services industry across various industry verticals like BFSI, Healthcare & Life Sciences, Services, Utilities, Energy & resources within the information management, data and analytics practice.

In his current role at EY GDS, Sundaram is responsible for **delivery, digital/ vertical solutions and capability building** for data and analytics customers. Earlier, he was associated with Infosys as the Delivery Head and was accountable for **delivery and growth** in Financial Services sector and **drove capability and new service offerings** in the areas of Big Data, Platforms and Automation.

Prior to this, he worked with Brillio as VP and Delivery Head - Analytics, responsible for **building a niche Information Management practice** with specific focus in Big Data and Analytics. Ganapathy started his career with Infosys in July 2011 as AVP and Head - Business Intelligence Practice, FSI. In this role, he was responsible for **DW/BI practice** for Financial Services and Insurance Vertical. Sundaram was with Infosys for over 3 years and during this time, he also held the role of **Strategy and Business Planning**, Business Intelligence Practice.

Work Experience

Date	Company	Role	Location
2022 – Present	EY GDS	Data & Analytics Leader – Technology Consulting	Bangalore
2019 – 2022	Infosys	VP, Delivery Head – Data & Analytics Practice	Bangalore
2015 – 2019		Delivery Head	
2014 – 2015	Omnition Analytics	Director, Head – India Operations	Bangalore
2014 – 2014	Brillio	VP – Analytics	Bangalore
2011 – 2014	Infosys	AVP, Head – BI Practice, FSI	Bangalore
2005 – 2011		Strategy & Business Planning BI Practice	
2003 – 2004	Deloitte	Senior Consultant	-
2000 – 2002	MicroStrategy	Consultant	-
1998 – 2000	I – Flex	Assoc. Consultant	-
1995 – 1996		Assoc. Consultant (Pre – MBA)	-



Academic Credentials

PGDM, General Management from Indian Institute of Management, Bangalore (1998)
Post Graduation from Birla Institute of Technology & Science, Pilani (1994)



LTIMindtree EVP & Global Head – Data, Analytics, AI

 25 Years+  Hyderabad

Executive Summary

Jitendra is **seasoned data science, analytics and AI delivery and operations leader** who brings **over 25 years of professional experience in building global delivery organizations** that have been instrumental in solving complex and challenging analytics problems for their clients.

A truly global leader, **Jitendra is known for conceptualizing and delivering innovative next-generation solutions** that have helped many businesses **by transforming data into intelligence and actionable insights across Europe, North America and Asia Pacific**. Currently as the EVP & Global Head - Data, Analytics, AI at LTI Mindtree, he holds **end to end service delivery responsibility for the firm's largest and fastest growing practice** - Data, Analytics & AI Services and data commerce product suite.

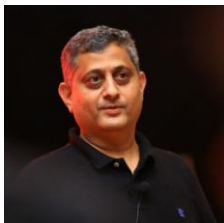
Prior to this, **Jitendra was with Cognizant for ~18 years across various delivery leadership roles** where his most recent role was **leading the organization's 2nd largest global delivery center at Hyderabad**. As the VP of – AI and Data Analytics, Jitendra was also responsible for **leading the global delivery for all data and analytics engagements across industries** and **drove corporate change initiatives pertaining to ensuring sustainable growth in the delivery center**.

Work Experience

Date	Company	Role	Location
2021 – Present	LTI Mindtree	EVP & Global Head – Data, Analytics, AI	Hyderabad
2020 – 2021	Cognizant	Hyderabad Center Head	Hyderabad
2017 – 2020		VP – AI & Analytics	
2017 – 2017		Practice Head – Business Analytics & Insights	
2016 – 2017		Global Delivery Head – Analytics & Info. Mgt. BFS	
2014 – 2016		Head – Analytics & Info. Mgt. Growth Markets	
2003 – 2014	Wipro	Senior Director/ Director – Projects	Hyderabad
2002 – 2003		Project Lead	Hyderabad
1997 – 2002		System Analyst	Denver, US

Academic Credentials

Executive Fellow Program in Management from Indian School of Business (Ongoing)
MBA in Marketing Management from Andhra University (1996)
B. Tech in Mechanical Engineering from Acharya Nagarjuna University (1993)



LTIMindtree

SVP & Global Head – Digital, Data & Insights, QE



31 Years+



Bangalore

Executive Summary

Radhakrishnan is a seasoned data and analytics leader with **extensive experience in spearheading large scale service delivery, program management, operations, product engineering, and leadership development** charters at a global scale.

Currently, he is the **Global Head and SVP at LTI Mindtree's technology services business** comprising of digital, data and insights, connected universe and quality engineering solutions. . In this role, he is **responsible for leading global service delivery, operations management, capability building and implementing strategies for leading and driving top-line & bottom-line growth for this horizontal.**

Prior to this, he was the Managing Director and GM at PwC and was **leading global delivery from their US Offshore Advisory Acceleration Center**. Earlier, **Radhakrishnan was associated with Cognizant for ~17 years managing various delivery leadership roles.**

As the **SVP & Global Delivery Head for Cognizant's Digital Business**, he was instrumental in **successfully leading delivery, consulting, and technology center of excellences for Cognizant Digital Business** comprising of *Analytics and Information Management [AIM]*, and *Interactive and Intelligent Products & Solutions [IPS]* and **delivered differentiated value through highly reputed consulting services.**

Work Experience

Date	Company	Role	Location
2022 – Present	LTI Mindtree	SVP & Global Head – Digital, Data & Insights, Connected Universe, QE	Bangalore
2020 – 2022		SVP - Technology Services, Customer Success, Data & Intelligence	
2019 – 2020	PwC	MD & GM	Bangalore
2017 – 2019	Timesberry Consulting LLP	Partner & Founder	Bangalore
2016 – 2017	Cognizant	SVP & Global Delivery Head, Digital Business	Bangalore
2001 – 2017		SVP - Analytics & Info. Mgt.	
1996 – 2000	IBM	Head – Consulting Services	Bangalore
1994 – 1996	Cosoft India Ltd.	Sr. Software Engineer	Bangalore
1992 – 1994	Inscomp Systems & Controls	Software Engineer	-



Academic Credentials

Executive General Management Program from Indian Institute of Management, Bangalore
Post Graduate Diploma in NLP, Corpus Linguistics, Artificial Intelligence
Bachelor's degree in Computer Science from Bharathidasan University, 1993



Ex Eka Software Chief Operating Officer

 27 Years  Bangalore

Executive Summary

Rajesh is a **highly experienced leader with a proven track record in leading global delivery projects**. His people and customer-centric approach, coupled with deep industry expertise, makes him a **highly sought after delivery and operations leader**.

He brings over **two decades of extensive experience in setting up and scaling global delivery & operations using best in class engineering and agile practices including strategy and business consulting**. In most recent role as the COO of Eka Software, **Rajesh's efforts were focused on overseeing Eka's delivery operations and business processes to ensure customer success** and helping them unlock further value from Eka's Platform driven solutions.

An industry veteran, **Rajesh also led the global delivery for the consulting practice at Adobe** where **he was instrumental in aiding the company's larger business transformation goals and setting up their analytics and engineering services practice**

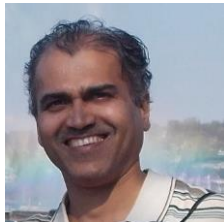
Rajesh spent over a decade in Wipro and was credited with directing high-touch strategic accounts, while ensuring customer retention, quality and excellence in globally distributed teams. He was **leading global delivery for the Advanced Analytics practice, and the global Natural Resources vertical among various other complex roles in service delivery**.

Work Experience

Date	Company	Role	Location
2020 – 2022	Eka Software Solutions	Chief Operating Officer	Bangalore
2019 – 2020	WorkFusion	Managing Director - APAC	Bangalore
2015 – 2019	Adobe	Delivery Head - Consulting	Bangalore
2012 – 2015	Wipro	Global Delivery Head – Advanced Analytics & Natural Resources Vertical	Bangalore
2008 – 2012		Program Director	
2003 – 2008		Practice Head – Analytics & Info. Mgt.	-
2001 - 2003	GE Aircraft Engines	Project Manager	-
1998 – 2001	SingTel	BD Manager	-
1995 – 1998	PepsiCo	Business Analyst	-

Academic Credentials

PG Diploma in Business Management from a Narsee Monjee Institute of Management Sciences (1997)
B.E. in Electronics Engineering from Karnataka University (1994)



Persistent Systems VP Engineering & Delivery Head – Data & Analytics

30 Years+ Pune

Executive Summary

Abhay is a seasoned delivery leader who is **highly skilled in global delivery management, operational execution, technology leadership, innovation** with almost 30 years of professional experience across **products and services companies**.

Currently, **he is the VP Engineering and Delivery Head for Persistent Systems' Data and Analytics business focused on delivering value through BI/ Analytics, Big data, Machine Learning and Artificial Intelligence.**

In one of his previous roles, Abhay was responsible for leading and growing practice team to **healthy revenue and margins**, focused on helping customers build **high-performance applications and systems**, strived towards making performance part of the software life cycle and **introduced new innovations in offerings through IP and frameworks.**

At SunGard, **Abhay was instrumental in growing and leading the organization's India-based product development organization. He established a global delivery model and ensured quality delivery across all teams.** His efforts were key towards **evolving the India operations to higher maturity levels driving significant innovation revenue assurance.**

Work Experience

Date	Company	Role	Location
2022 – Present	Persistent Systems	VP Engineering & Delivery Head – Data & Analytics	Pune
2018 – 2022		AVP Engineering & Delivery Head – Data & Analytics	
2012 – 2018		AVP Engineering	
2008 – 2012	SunGard	Director, Availability Services	Pune
2006 – 2008	Tidal Software (Acquired by Cisco)	Sr. Developer	Palo Alto, US
1997 – 2006	HP (Tandem/ Compaq)	Business Systems Analyst	Cupertino, US
1996 – 1997	People.com Consultants	Senior Consultant	Kansas, US
1992 – 1996	Tata Consultancy Services	Sr. Systems Analyst	Mumbai

Academic Credentials

M. Tech in Design Engineering from Indian Institute of Technology Delhi (1991)
B. E. in Mechanical Engineering from COEP Technological University (1989)



Virtusa SVP and Head – Analytics, Insights & Data

 25 Years+  Bangalore

Executive Summary

Krishna brings **more than 25 years of professional experience as a proven technology and analytics services delivery leader** with **deep expertise in building new technological capabilities and managing large scale service delivery** for offerings across the areas of **business intelligence, analytics, big data and cognitive sciences** catering to global clients in healthcare, BFSI and telecom industries.

In his current role, Krishna serves as the SVP and Head of Analytics, Insights and Data at Virtusa where he is **responsible for leading end-to-end service delivery, solutioning and operations management, solution ideation, capability positioning, framework building & accelerator identification.**

Prior to joining Virtusa, **Krishan was working with Tech Mahindra as the Global Practice Head for their Data and Analytics practice where he had complete ownership of the P&L and service delivery across all global engagements for the horizontal.**

Prior to this, he was a VP at NTT Data, where he was **leading solutioning and service delivery excellence for the organization's BI, Data and Analytics practice.**

Work Experience

Date	Company	Role	Location
2021 – Present	Virtusa	Senior Vice President and Head – Analytics, Insights & Data	Bangalore
2017 – 2021	Tech Mahindra	Global Practice Head – Data & Analytics	Bangalore
2009 – 2017	NTT Data	Vice President	Bangalore
2006 – 2009	Satyam Computer Services	Asst. Vice President	Bangalore
2004 – 2006	Infosys	Senior Consultant	Bangalore
2003 – 2004	Compuware	Senior Consultant	Wisconsin, US
2001 – 2003	Braun Consulting	Manager	Chicago, US
1999 – 2001	Terabridge Technologies	Sr. Engineer	Illinois, US
1997 – 1999	Ramco Systems	Product Champion	Chennai

Academic Credentials



MBA, Accounting and Finance from University of Chicago Booth School of Business (2004)

MBA, Systems from Pondicherry University (1997)

BE, Electronics & Communication from Thiagarajar College of Engineering (1995)



Dentsu Chief Product & Delivery Officer, Creative & Experience

 26 Years+  Gurgaon

Executive Summary

Prashant is a senior technology executive with very strong credentials in leading global service delivery for complex customer engagements in the areas of data, AI, advanced analytics, business intelligence and digital commerce. **At the global Chief Product and Delivery Officer (Creative & Experience) at Dentsu, he is the lead architect to design cross-border delivery models across technology, creative and commerce for the agency.**

Prashant used to be the Global Chief Delivery Officer of ISOBAR. In his role, he was responsible for **re-imagining the next generation of Global Delivery Models for the agency to connect talent and lead delivery and operations management of complex and strategic business transformation projects for clients.** He brings deep expertise in creating great business outcomes for clients, driving revenue growth, strategy and incubating & scaling global capabilities & practices and is a recognized industry thought leader.

Before joining Isobar, **Prashant was the Group Vice President - Global Service Line Lead – Data / AI, Systems Integration, Cloud & Media at Publicis Sapient.** As the **global service line and delivery leader**, he was responsible for **driving complex & strategic commerce transformation programs for large enterprises leveraging the power of Data / AI, Cloud, DevOps and app modernization** for Fortune 500 clients.

Work Experience

Date	Company	Role	Location
2020 – Present	Dentsu	Global Delivery Officer, Creative & Experience	Gurgaon
2018 – 2020	Isobar	Global Chief Delivery Officer	Gurgaon
2017 - 2018	Publicis Sapient	Group Vice President - Global Service Line Lead – Data / AI, Systems Integration, Cloud & Media	Gurgaon
2013 – 2017	Sapient.Nitro	Group Vice President & Global Service Line Lead – Data / AI, Cloud, Systems Integration & Media	Gurgaon
1999 – 2013	Sapient	Director	Gurgaon
1996 – 1999	Tata Infotech	Sr. Software Engineer	

Academic Credentials

BE in Electronics Engineering from University of Mumbai (1996)



LatentView Analytics
Delivery Head

22 Years+ Chennai

Executive Summary

Ganesh is a senior business and operations leader with 2 decades of experience across **Delivery, Sales, Consulting, Presales and Operations providing analytics, data science, data engineering, AI/ ML consulting solutions.**

As a member of LatentView’s leadership team, Ganesh is **responsible for providing global service delivery excellence and operational leadership to strengthen LatentView's AI and ML Analytics practice**, and Industry & Academic Partnerships. As a **Global Delivery Head and P&L owner of the Data Science, Data Engineering and Business Analytics practice**, Ganesh advises Fortune 500 Digital leaders in Search, Devices, Social Media, Online Payments, Media & Entertainment, Online Retail and Travel industries

He joined LatentView Analytics in 2013 and has **played both Global Delivery Head and Global Business Unit Head roles.** He has been **instrumental in setting up LatentView’s Bangalore office, built deep data science and analytics capabilities** within the organization and has co-authored 5 research papers with IITM faculty in leading journals.

Championing world-class delivery excellence framework/ models, he has introduced advanced technologies and methodologies that increased reliability while decreasing costs, cutting cost of sales, and labor expenses with **automation, lean and six sigma** initiatives.

Work Experience

Date	Company	Role	Location
2013 – Present	LatentView Analytics	Delivery Head	Chennai
2011 – 2013	eBay	Manager Business Analytics	Chennai
2010 – 2011	Maxim Integrated	Senior Manager	Sunnyvale, California
2008 – 2010		Manager	
2003 – 2008		Senior Analyst	
2001 – 2003	Blue Yonder	Senior Consultant	Dallas, Tokyo

Academic Credentials

M.S. in Industrial Engineering, Operations Research, Supply Chain Management from Texas A&M University (2000)
B.E. in Mechanical Engineering from Guindy College of Engineering



ex Bridgei2i Analytics Solutions
Co-Founder, Director & COO



23 Years



Bangalore

Executive Summary

Ashish is a seasoned technology leader with **demonstrated experience in leading large distributed delivery teams**. He possesses **deep expertise in leading service delivery, solutioning, and consulting for decision sciences, predictive data analytics and business process re-engineering** in the areas of marketing, risk and operations to drive growth and improve efficiency across various domains.

Ashish **co-founded Bridgei2i in 2011 and was the COO of the organization**. He **led all efforts pertaining to building deep-tech capabilities in AI and decision sciences, ensuring high standards of delivery excellence to customers**, operations management and successfully positioning Bridgei2i as one of the global leaders in AI and Data analytics solutions.

With the acquisition of Bridgei2i by Accenture, Ashish is currently recognized as a key leader in the IT giant's Global AI Hub. Here he is **responsible for leading the Financial Services industry group along with solutioning & delivery for Accenture Strategy and Consulting, Applied Intelligence Global Hub**.

Ashish **brings great pedigree in service delivery and operational excellence owing to his tenure at GE as a Master Black Belt for Analytics** where he had **built and deployed robust processes to support growth, Six Sigma DNA, service delivery excellence and deliver business impact**

Work Experience

Date	Company	Role	Location
2021 – Present	Accenture (acquired Bridgei2i)	Leader Global AI Hub	Bangalore
2011 – 2021	BRIDGEi2i Analytics Solutions	Co-Founder, Director & COO	Bangalore
2010 – 2011	Genpact	Vice President - Business Leader, Consumer Analytics	Bangalore
2006 – 2010		Vice President - Mergers & Acquisition	
2004 – 2005		Assistant Vice President - Global Clients Analytics	
2002 – 2004	GE	Master Black Belt	Bangalore
2000 – 2002		Statistical Analyst	





Academic Credentials

M. Stat. in Statistics, Quantitative Economics from Indian Statistical Institute (2000)

B. Stat. (Hons) in Statistics Indian Statistical Institute (1998)



Tiger Analytics Vice President – Analytics Consulting

 26 Years+  Chennai

Executive Summary

A senior Leader with a demonstrated history of working at the intersection of **advanced analytics & management consulting**, skilled in **advising clients across key industries such as Retail & Consumer Packaged Goods, Manufacturing, Oil & Gas, on end-to-end aspects of Advanced Analytics programs of design, implementation & ongoing value delivery.**

As the Vice President of analytics consulting at Tiger Analytics, Santhanakrishnan's KRAs include **building domain consulting capabilities in the off-shore delivery and onsite client facing roles**, working in close liaison with the Sales team, partnering with the account management leadership and developing solution building capabilities within the organization.

Before this, he was associated with Infosys responsible for driving **commercial adoption** of IIP & associated services across industry segments by working alongside the business & technology heads of IIP in defining **GTM strategies** being tightly synchronized with platform capability roadmap, coordinating with client partners on **demand generation**, qualification & shaping activities and creating **deal winning proposals** for qualified leads (proactive or RFx responses). He provides hands-on guidance to **solution development & delivery teams, P&L ownership** in specific practice focus areas so as to drive **high quality revenues & profitability**. His ability to convey complex analytical & technical content in easily understandable business language is a key strength both internally & with clients.

Work Experience

Date	Company	Role	Location
2016 – Present	Tiger Analytics	Vice President – Analytics Consulting	Chennai
2015 – 2016	Infosys	Principal & AVP – Big Data, Analytics & Platforms BU	Chennai
2012 – 2015		Principal – Knowledge Services (Analytics)	
2009 – 2011		Senior Practice Lead	
2007 – 2009	Genpact	Senior Manager	-
2006 – 2007		AVP, Analytics COE	
2005 – 2006		Business Manager	
2003 – 2005	Reliance Industries Limited	Assistant Manager	-
1998 – 2001		Assistant Manager	
1996 – 1998		Engineering Mgt. Service Trainee	

Academic Credentials

MBA in General Management from Indian Institute of Science (2003)
BE in Mechanical Engineering from University of Madras (1996)

Sample Prospects for Calibration

Chief Business Officer - BFSI



Sample Prospects - Chief Business Officer - BFSI

S. No.	Name	Designation	Organization	Location
1	Ajish Gopan	Vice President & Global Head - Insights & Data for Insurance & Healthcare	Capgemini	New York
2	Hidy C.	Managing Director, Sales and Business Development	Cians Analytics	New York
3	Mangesh Patnaik	Head of Sales - Financial Services, Americas	Evalueserve	Washington D.C.
4	Ashish Braganza	Managing Director, Financial Services, Data & Analytics	EY	North Carolina
5	Vivek Gupta	Vice President, Insurance Analytics Consulting	Tiger Analytics	New Jersey
6	Anurag Darooka	Banking & Financial Services Practice - Head / Managing Director	Slalom Consulting	New York
7	Nageswar Cherukupalli	Senior Vice President & Sales Head (Financial Services and Insurance)	Infosys	New York
8	Sarat Varanasi	North America Head - P&C Insurance	Cognizant	Dallas
9	Gautam Kalra	Vice President Insurance	HCL Technologies	Chicago
10	Parikshit Bharadwaj	Vice President - Insurance Business Unit	Virtusa	New York



Capgemini Vice President & Global Head - Insights & Data - Insurance & Health

 24 Years  New York

Executive Summary

Ajish is an **Insurance and Data Analytics Sales leader** with multi-industry exposure to consulting and technology, with **primary focus on insights-led digital transformation**. As a **business builder and entrepreneurial leader, he is responsible for a multimillion-dollar P&L**, leading growth and developing end to end solutions for insurance carriers globally using data, insights and digital technologies.

Presently, he is the **Vice President & Global Head - Insights & Data - Insurance & Health** at Capgemini. In this role, he leads Insights & Data for Insurance and Health industries, helping clients leverage Insights & Data and Digital Technologies to accelerate digital journeys and transformational change.

Earlier, **he was the Business Partner and AI and analytics commercial leader – Insurance** at Cognizant. **As a P&L leader of the digital business, he was responsible to scale revenues and build a sales team**. Previously, he has also acted as a trusted partner with leading insurance companies to help them achieve transformational business outcomes leveraging data and insights. **For one of the largest clients, he and his team delivered \$ 100+ million in outcomes, over 3 years using data and insights**. A commercially astute and analytically driven business leader, he is known to leverage new age technologies to deliver stellar growth and YoY results.

Work Experience

Date	Company	Role	Location
2020 – Present	Capgemini	Vice President & Global Head - Insights & Data - Insurance & Health	New York
2018 – 2020	Cognizant	Business Partner, AI and Analytics Commercial Leader - Insurance	New York
2017 – 2018		Senior Director – Business Analytics and Insights, Insurance	New Jersey
2012 – 2017		Director – Insurance Analytics	New York
2008 – 2012	Wipro	Practice Manager	-
2005 – 2008		Lead Consultant – Insurance	-
2003 – 2005	Max New York Life	Senior Manager – Business Process Analytics	New York
1999 - 2003	PepsiCo	Manager IT Solutions	-

Academic Credentials

MBA in Operations, IT & Finance from IIM Bangalore
B.Tech. in Chemical Engineering from IIT Madras



Cians Analytics
Managing Director – Sales & Business Development

 22+ Years

 New York

Executive Summary

Experienced **sales and business development consulting leader with a Financial Services background**, Hidy comes with a proven track record of driving business and revenue growth, institutionalizing sales excellence, upselling at accounts and retaining existing book through building and maintaining strong client relationships to maximize customer satisfaction.

Currently, she is the **Managing Director – Sales and Business Development** at Cians Analytics. **As part of her role, she is responsible to drive new business, deliver growth and farm existing clients.** In one of her previous roles, **she headed sales and was the national account leader at a business decisioning data and analytics company** - responsible for growing business and managing overall relationships for book spanning multiple industries to retain and grow business at Fortune 100 companies.

Previously, **she was the Global Client Lead – Financial & Risk sales** at Thomson Reuters. She was responsible for developing new business and retain existing book totalling over \$22 million annual revenue, including Top 5 Management Consulting firms. She brings in years of experience developing Sales Strategies and Sales Plans, has a razor-sharp focus on customer satisfaction and nurturing client accounts and fosters a culture of building meaningful productive relationships with client executives.

Work Experience

Date	Company	Role	Location
2018 – Present	Cians Analytics	Managing Director – Sales & Business Development	New York
2017 – 2018	Dun & Bradstreet	Relationships Manager – National Accounts	New York
2015 – 2017	Reis Commercial Real Estate Data and Analytics	Director, National Accounts	New York
2007 – 2015	Thomson Reuters	Financial & Risk Sales, Global Lead Client Specialist	New York
2006 – 2007	Marketing Research Consultancy	Project Manager	New York
2004 – 2005	Citi	Strategy Planning Associate	New York
2002 – 2003	Revlon	Brand Finance Analyst	New York
2000 – 2002	Top global investment bank	Investment Banking Analyst - Financial Sponsors Group	New York

Academic Credentials

Bachelors of Arts (Economics) from Columbia University in the City of New York



Evalueserve Head of Sales – Financial Services, Americas



28+ Years



Bethesda, Maryland

Executive Summary

An experienced sales leader with strong BFSI domain expertise, Mangesh comes with a very customer-centric, results-driven approach and **has a solid track record of growing revenues, closing significant business, developing new territories, and acquiring new logos.** With a career spanning **Sales, Banking, Consulting and Entrepreneurship, he has handled multi million-dollar P&L's** and is well regarded as a collaborative team player with strong interpersonal skills.

Currently, Mangesh is the Head of Strategic Sales at Evalueserve As the sales head **responsible for delivering growth, he played a key role in establishing the company as a leading Analytics, Data and Automation player in the North American Market.** He secured and **scaled marquee clients** in the BFSI space, closed several landmark deals with major global banks, including key strategic engagements and **has always been the top revenue producer since joining the company.**

He has also closely worked with operations teams in developing client-centric automation and analytics tools in the Financial Services space. Mangesh has been a **Top Sales Performer – 7-time President's Club Awardee (Instituted in 2013), built the largest revenue portfolio in the company** across a range of financial institutions - resulting in an FTE count north of 400. **A results-oriented sales leader, he is known to deliver strategic growth while shaping C-suite agendas.**

Work Experience

Date	Company	Role	Location
2018 – Present	Evalueserve	Head of Sales – Financial Services, Americas	Bethesda, Maryland
2005 – 2017		Managing Director	
2003 – 2005	Greenbridge Resources	Co Founder and President	Washington DC
2001 – 2002	UBS	Associate Director	New York
1994 – 1999	Arthur Andersen	Consultant	-



Academic Credentials

MBA in Corporate Finance and Strategy from Georgetown University McDonough School of Business (2001)

Bachelors in Commerce and Accounting from Sydenham College of Commerce (1994)



EY

Managing Director, Financial Services – Data & Analytics



16+ Years



North Carolina

Executive Summary

Ashish is an established global data analytics executive leader **who has built and led impactful global analytics teams at various Fortune 500's and Mid-Market firms.** He has a **proven track record of leveraging data analytics to drive \$100M+ revenue and manage P&L's, consistently to deliver revenue and business growth.** Over the years, **he has led major global data transformations, developing industry-leading analytical solutions across BFSI, establishing Analytics Centers of Excellence focused on AI, machine learning, predictive modeling, and statistical analysis.**

Currently, Ashish serves as the Managing Director, Financial Services & Insurance Data Analytics at EY. As part of his role, **he is developing customer & growth analytics solutions for Insurance and Wealth & Asset Management Clients.** Earlier to this, **he was the EVP & Chief Analytics Officer at LPL Financial** where he was hired to **create the Data & Analytics strategy and build the practice for the firm.** In roles prior to this, he has led Data & Analytics charters where **he has consistently delivered business growth YoY.** An accomplished and strong analytics leader with demonstrated success in the BFSI industry – **he is recognized for driving growth by building high performance teams and leveraging new technologies.**

Work Experience

Date	Company	Role	Location
2021 – Present	EY	Managing Director - Financial Services, Data & Analytics	North Carolina
2019 – 2020	LPL Financial	EVP – Chief Data & Analytics Officer	North Carolina
2018 – 2019	Oppenheimer Funds	SVP – Client Insights & Analytics	New York
2014 – 2017	Lenovo	Director – Global Analytics and Business Intelligence	North Carolina
2011 – 2013		Senior Manager – Global Analytics and Business Intelligence	
2007 – 2011	Comcast	Manager – Digital Analytics and Optimization	New York



Academic Credentials

Masters of Science in Marketing from Fox School of Business at Temple University (2006)

Bachelors in Commerce - from Savitribai Phule Pune University (2002)



Tiger Analytics Vice President – Insurance Analytics Consulting

 20 Years  New Jersey

Executive Summary

Vivek is a proven leader with over **16 years of experience in analytics consulting, business development, global analytics delivery and technology with 13+ years in insurance driving business growth** and delivery excellence through consulting, thought partnership, solution design and best practices in advanced analytics. He comes with a **proven success of driving revenue growth, providing strategic leadership to manage and grow key accounts and has always been applauded as a people's leader in the organization.**

In his most recent role, **he serves as the Vice President of Insurance Analytics at Tiger Analytics** where he is responsible **for revenues and leading a team of practitioners that provide thought leadership and operating model transformation advice to insurance clients, leveraging AI/ML capabilities to help drive actionable insights and decision making.**

Prior to this, Vivek had a stellar career working as the Vice President of Insurance at EXL where he has played an instrumental role in **winning large deals and growing revenue by greater than 100%.** He has a demonstrable track record of leading **large teams** of data scientists, big data engineers and **building, sustaining and commercializing relationships.** He has also developed strong **business development skills**, particularly related to BFSI with ability to **communicate effectively with clients and staff** while **motivating employees** to provide **excellent customer service, illustrate initiative, and achieve results.**

Work Experience

Date	Company	Role	Location
2021 – Present	Tiger Analytics	VP, Insurance Analytics	New Jersey
2020 – 2021		AVP, Insurance Analytics	
2006 – 2020	EXL	VP, Insurance Analytics	New Jersey
2003 – 2006	Infosys	Software Engineer	Bangalore

Academic Credentials

Bachelor of Engineering (B.E.) in Manufacturing Processes and Automation from University of Delhi (2003)



Slalom Consulting Banking & Financial Services Practice - Head / Managing Director



26 Years



New York

Executive Summary

An **established BFSI leader with a growth mindset and outcome focus**, Anurag has 25+ years of management consulting, private equity and BFSI industry experience **executing growth strategies and has demonstrated the ability to build businesses with modern digital capabilities**. **Anurag has also built, scaled (200% YoY) and turned around several new high growth BUs to bring digital solutions/services for FS clients** where there was little brand permission.

Currently, Anurag is the **Managing Director and Head for Banking & Financial Services Practice at Slalom Consulting**. As part of his role, he is responsible for **standing up new industry vertical and GTM strategy for Financial Services, Payments & Insurance portfolio**.

Anurag is **on target to deliver 400% revenue growth** since joining, has **successfully opened tier 1 logos like Goldman Sachs, CapitalOne, MasterCard, Nasdaq, AMEX** - Driving **portfolio growth (>\$200M)**. Prior to this, **he was the Financial Services, Global VP - Digital & Fintech Strategy at Genpact** where **he led large pursuits (\$200M+)** to help **CXOs of Tier1 FS firms transform their business models**. Previously, **Anurag was the Global VP BFSI – Digital Transformation at Cognizant** where he helped scale Cognizant Digital Business from a startup to \$3B+ revenue business with 40,000+ staff, globally. **A commercially astute results driven digital transformation leader**, Anurag brings in years of experience driving exponential growth

Work Experience

Date	Company	Role	Location
2020 – Present	Slalom Consulting	Banking & Financial Services Practice - Head / Managing Director	New York
2018 – 2019	Genpact	Financial Services, Global VP - Digital & Fintech Strategy	New York
2015 – 2018	Cognizant	BFSI, Global VP - Digital Transformation	New York
2013 – 2015	Wipro Digital	BFSI Global Consulting Partner	-
2010 – 2012	AGT International	AI, Cognitive Computing, Automation - Global Director	-
2008 – 2009	Kurt Salmon	Financial Services Advisory - North America Practice Director	-
2001 - 2008	Credit Suisse - Investment Banking / Bank of America / JP Morgan	CIO Advisory	-
1997 – 2001	EY	Financial Services - Principal, Strategy & Transformation Practice	-

Academic Credentials

Bachelors in Accounting and Economics from University of Mumbai
Post Graduate Executive Education, Digital Strategies for Business from Columbia Business School



Infosys
Senior Vice President & Sales Head (Financial Services and Insurance)

 29 Years  New York

Executive Summary

Nageswar is a seasoned and transformational leader with over **25+ years of experience across multiple verticals, including financial services, insurance, manufacturing, and retail**. Having a rich experience driving business growth and institutionalizing sales excellence, his focus has been to bring **digital transformation solutions to financial services organizations to generate customer value, improve customer experience and build flexible technology platforms**.

Currently, **Nageswar is the Senior Vice President & Sales Head (Financial Services and Insurance) at Infosys** and as part of his role **has Direct P&L responsibility for a multimillion-dollar portfolio for key client relationships**, is responsible to **define and drive data & analytics strategy for Infosys Financial Services Clients** and is also a **marketing and branding champion for Infosys Financial Services specifically focusing on data and digital strategic consulting**. He has been in Infosys for more than 20 years and **provides creative and innovative solutions to guide clients in achieving their business and technology objectives**.

A **strategic and consultative BFSI industry leader and an alumni of Harvard Business School**, he comes with a proven track record of driving business and revenue growth, institutionalizing sales excellence, **developing digital and customer experience transformation strategies for BFSI clients, and setting them for the next stage of growth**.

Work Experience

Date	Company	Role	Location
2021 – Present	Infosys	Senior Vice President & Sales Head (Financial Services and Insurance)	New York
2016 – 2021		Vice President & Sales Head (Financial Services & Insurance) at Infosys Limited	
2011 – 2016		Associate Vice President and Group Head	
2007 – 2011		Senior Engagement manager	
2002 – 2007	Tech Mahindra	Principal Architect	-
2001– 2002		Associate Consultant	
1996 – 2001		Specialist	

Academic Credentials

Bachelor of Engineering (B.E.) in Electronics and Communications from Nagarjuna University
Executive Program in Management from Harvard Business School



Cognizant
North America Head - P&C Insurance

28 Years Dallas

Executive Summary

An **established business transformation and insurance leader with 20+ years of experience in this BFSI vertical** and **rich experience driving YoY business growth**, Sarat is responsible for **driving strategy for growth, building strategic partnerships with BFSI Industry players and Fintechs** and has consistently driven double digit growth with the highest margin targets.

Currently, **Sarat is the North America Head – P&C Insurance at Cognizant** and as part of his role, **he is responsible for the P&L and all business functions including sales, client delight/delivery, account management, core capability and sharp solution development and marketing**. Prior to this role, Sarat was the Strategic Business Unit Leader – Insurance at Cognizant where he had a P&L responsibility of a multimillion-dollar portfolio of 40+ clients. As a tech-first leader he helped clients launch D2C channel for Insurance P&C product and **was running a CIO round table across clients to discuss industry trends, data and AI solutions for P&C Industry**

A commercially astute results driven digital transformation leader, **he is an accomplished and has demonstrated success in the BFSI industry** – he is recognized for driving growth by building high performance teams and leveraging new technologies.

Work Experience

Date	Company	Role	Location
2022 – Present	Cognizant	North America Head - P&C Insurance	Connecticut
2020 – 2022		Strategic Business Unit Leader - Insurance	
2018 – 2020		VP, Managing Partner, Operations Leader	
2014 – 2018		COO, Business Transformation Leader, Insurance Practice	
2007 – 2014	Drivestream	Client Partner & Platinum Account Leader, Insurance Practice	California
2004– 2007		Chief Solutions Delivery Officer	
2001 – 2004		Program Manager	

Academic Credentials
Bachelor of Commerce from Osmania University



HCL Technologies Vice President Insurance



29 Years



Chicago

Executive Summary

Gautam is a **high performance and seasoned executive with 25+ years of experience across the BFSI Industry – particularly insurance**. A results-oriented sales leader, **he comes with a proven credentials of driving business and revenue growth across leading IT and consulting companies. has handled multi-million-dollar P&L's** and is well regarded as a collaborative team player with strong inter-personal skills.

Currently, **Gautam is the Vice President, Insurance at HCL Technologies, has direct P&L responsibility and is leading digital transformation by leveraging data and analytics. Prior to this, he was the insurance portfolio head at Infosys** and helped P&C & Life carriers launch **new programs around CX, Decisioning, Claims Analytics and Process Automation. Previously, he was the Market Maker, Financial Services at Accenture** and as part of Accenture's Insurance Practice, he was responsible for relationships and delivery oversight at P&C (personal as well as commercial lines) and Group Life clients. **He led digital transformation and helped clients modernize the legacy core, and surface opportunities in Data & Rules. A proven sales leader with deep domain knowledge of the BFSI industry**, he brings in a metrics driven rigor **to create differentiated value for his clients and deliver YoY business growth.**

Work Experience

Date	Company	Role	Location
2021 – Present	HCL Technologies	Vice President Insurance	Chicago
2018 – 2021	Infosys	Insurance Portfolio Head and Group Manager -	Chicago
2012 – 2018		Client Partner	
2007 – 2012	Accenture	Market Maker - Financial Services	Chicago
2005 – 2007	Wipro	Sr. Business Development Manager - Manufacturing & Pharma	Not Available
1998 – 2005	Tech Mahindra	Business Development Manager, Transportation & Logistics	Not Available



Academic Credentials

Master of Business Administration (Marketing and Finance) from
Symbiosis Institute of Management Studies



Virtusa Vice President - Insurance Business Unit



22 Years



New York

Executive Summary

An accomplished and senior BFSI leader, Parikshit has over **22 years of Insurance domain focused Business consulting experience**. Over the last 2 decades he has focused on **digital, data & business process transformation, account & relationship management, new business acquisition, and program management**.

Currently, **Parikshit is the Vice President - Insurance Business Unit at Virtusa** and as part of his role, **he is responsible for consulting led value creation for a portfolio of Insurance carriers**. He also nurtures and grows relationships with new Insurance clients for Virtusa in the US. Prior to joining Virtusa, he was the **Senior Director - Client Partner - Insurance Business Unit at Mindtree** and was **responsible for business acquisition, as well as the growth and well-being of a portfolio of Insurance accounts in the Life & Annuities Insurance domain**. He focused on Digital transformation of end-to-end business processes leading to customer success and top line/bottom line impact. **Previously he was also the Head of New Business-South-East and North Asia** covering P&L across multiple markets and industries (Banking, Capital Markets, Insurance, Travel and Transportation and Government).

A **proven insurance BU leader with deep domain knowledge of the BFSI industry**, he brings in years of experience and established credentials of delivering YoY business growth..

Work Experience

Date	Company	Role	Location
2022 – Present	Virtusa	Vice President - Insurance Business Unit	New York
2018 – 2022	Mindtree	Senior Director - Client Partner - Insurance Business Unit	Arizona
2013 – 2018		Director - New Business - BFSI	
2011 – 2013	AIG	Regional IT Lead - Commercial Insurance	Singapore
2001 – 2010	Infosys	Software Engineer to Project Manager	Zurich



Academic Credentials

Bachelor of Engineering (B.E.) Computer Engineering from The Army Institute of Technology

Positive Moves Client Engagement Team

Positive Moves Client Engagement Team



Sudarshan Sharda
Partner
Mumbai, India

<https://positivemoves.com/sudarshan-sharda/>



Pavan Bhalla
Partner
New York, USA

<https://positivemoves.com/pavan-bhalla/>

Thank You