

EXECUTIVE SUMMARY

Chief Revenue Officer | Chief Growth Officer | Enterprise Sales Leader

Enterprise Sales and Revenue Executive with 25+ years of experience driving \$2B+ in revenue across SaaS, AI, cloud platforms, and emerging technologies. Proven track record of building and scaling high-performance sales organizations, consistently exceeding quota, expanding enterprise accounts, and closing complex, multi-million-dollar deals. Accountable for pipeline management, forecast accuracy, and predictable revenue delivery across global markets, consistently exceeding revenue targets.

Trusted advisor to C-level executives, commercializing AI and cloud capabilities into clear business outcomes, accelerating deal cycles, enabling executive decisions, and driving enterprise value creation. Led AI-first go-to-market execution across Applied AI and Agentic AI, contributing to \$1.6B in ARR growth and digital transformation initiatives across Fortune 100 organizations.

Recognized for strategic partnerships exceeding \$500M with Microsoft, Amazon, Google, IBM, and Salesforce, driving pipeline expansion, market penetration, and long-term customer value. Consistently delivers predictable revenue growth through disciplined execution, scalable sales models, and rigorous operating cadence.

HONORS | AWARDS

IBM Service Excellence Award
IBM Eminence and Excellence Award
Aetna Healthcare Excellence Award

US Presidential Lifetime Achievement Award
Make a Difference Award
Business Mentor of the Year

PROFESSIONAL EXPERIENCE | KEY ACHIEVEMENTS

Awah Ventures, USA

President | Chief Revenue Officer | Jan 2021 - Present

Lead AI-First Venture Studio (AAVS), accelerating the global AI startup ecosystem by partnering with founders to scale Agentic AI and GenAI ventures from idea to enterprise impact.

- Evangelize AI and autonomous systems across industry forums, positioning AI as a revenue and operational intelligence driver.
- Guide founders on AI-first GTM, product strategy, and commercialization, creating repeatable frameworks that accelerate enterprise adoption.
- Advise on M&A, market expansion, and strategic growth, shaping scalable roadmaps for early-stage firms.
- Champion cross-industry collaboration, connecting startups with Fortune 100 partners (Microsoft, Amazon, Google, IBM, Oracle, Salesforce).

Wipro, USA

Chief Growth Officer | General Manager | Oct 2017 - Dec 2020

Led AI-first cloud transformation across the Americas, driving enterprise adoption of cognitive, agentic, and automation technologies. Served as a trusted advisor to Fortune 100 CxOs, translating emerging AI innovations into measurable business outcomes.

- Evangelized Wipro's AI-on-Cloud vision, scaling the business to \$1.6B ARR across North America, Europe, and APAC.
- Partnered with 40+ global C-level executives and boards to co-create AI-first transformation roadmaps that accelerated deal conversion and enterprise adoption.
- Drove Fortune 100 client growth, increasing recurring revenue streams by 94% through AI-led modernization and cloud adoption.
- Orchestrated strategic M&A and divestitures (Appirio \$500M, HealthPlan Services \$460M) to enhance SaaS and BPaaS portfolios.
- Engaged analysts (Gartner, Everest, IDC) to influence enterprise decision-making and pipeline acceleration.
- Structured GTM strategy, executive engagement, and strategic alliances with Microsoft, Amazon, Google, IBM, Oracle, Salesforce, generating pipeline expansion and long-term customer value.

IBM, USA**Managing Partner, Head of Global Cloud & AI Sales – Public Sector | Sep 2015 - Oct 2017**

- Delivered \$600M+ in AI and cloud-enabled revenue, securing \$1B+ in strategic wins across federal and healthcare sectors.
- Championed Watson AI-powered cognitive cloud, translating complex AI capabilities into clear value narratives that accelerated adoption.
- Forged strategic partnerships and alliances with ecosystem partners, expanding pipeline and client reach.

Senior Partner, Head of IBM Cloud Sales & GTM – Public Sector | Aug 2011 - Aug 2015

- Scaled IBM Gov Cloud Division to \$240M annual revenue, managing 500+ practitioners.
- Partnered with federal CIOs to develop hybrid-cloud and AI adoption strategies, closing major deals and accelerating revenue growth.

Partner, Global Head of Alliances – Public Sector | Oct 2009 - Jul 2011

- Directed alliance ecosystem (Salesforce, Pega, Oracle, AWS), generating \$70M+ incremental revenue.
- Led enterprise programs that integrated mobile and CX solutions, driving adoption and pipeline expansion.

Associate Partner | Capture Manager | Aug 2003 - Jun 2011

- Negotiated enterprise modernization programs totaling \$100M+, delivering measurable ROI and operational improvements for healthcare and financial clients.
- Won data-driven CX and BI modernization contracts, increasing client retention and revenue growth.

Capgemini, USA**Proposal Manager | Jan 1999 - Jul 2003**

Delivered CRM and contact center transformation programs across financial and insurance sectors, securing client wins and ensuring successful program delivery that reinforced long-term client relationships.

Tata Consultancy Services, India**Strategic Market Entry & Product Commercialization | Jul 1996 – Dec 1998**

- Architected GTM strategy for Genisys, securing New India Assurance (NIA) as anchor customer, displacing legacy manual insurance processes.
- Drove 35% YoY turnover growth and 300% surge in quarterly profits within 12 months, establishing a high-margin software business.
- Created Insurance Competence Centre, transforming 300 man-years of R&D into a repeatable sales engine, eventually capturing 75% of India's public sector non-life insurance market.
- Navigated government procurement and regulatory approvals to close \$1.3–\$1.5M cornerstone deal, anchoring long-term market dominance.

THOUGHT LEADERSHIP | EVANGELISM

- Built cross-industry partnerships driving \$500M+ AI-enabled revenue with Microsoft, Amazon, Google, IBM, Oracle, Salesforce.
- Keynote speaker and advisor at AI and Cloud forums, translating complex AI and Agentic AI solutions into enterprise business outcomes.
- Founded Awah AI-First Venture Studio, guiding founders on AI commercialization and GTM strategies.
- Collaborates with Fortune 100 executives to architect AI-first visions that accelerate enterprise digital transformation and revenue growth.

PUBLICATIONS | SPEAKING ENGAGEMENTS

- Published thought leader – AI Cloud for Business, AI Transformation, and Cognitive Enterprise Evolution.
- Featured in leadership panels with Microsoft, Amazon, IBM, Google, discussing enterprise AI commercialization and autonomous systems adoption.
- Contributor on Agentic AI, Ethical AI, and AI-driven business transformation, demonstrating intersection of technology, strategy, and revenue impact.

EDUCATION

Master of Business Administration (MBA) | Virginia Tech, Pamplin College of Business

Bachelor of Engineering (BE) | Computer Science & Engineering (Honors) | National Institute of Technology

AREAS OF EXPERTISE

Strategic Thinker | Global Market Expansion | Corporate Partnerships | Go-To-Market Strategy | SaaS ARR Growth | AI & Cloud Commercialization | Digital Transformation | Strategic Alliances | P&L Leadership | Pipeline & Forecast Management | Product Development | Customer Experience (CX) | EBITDA & ROI Management | Emerging Technology Commercialization | AI Evangelism
