
EXECUTIVE SUMMARY

Chief AI Strategist | Chief Growth Officer | Enterprise Transformation Leader

Visionary AI and Cloud Strategist with 25+ years of experience driving enterprise-scale transformation and generating \$2B+ in AI and cloud revenue. Recognized for pioneering AI-first strategies – especially in **GenAI** and **Agentic AI** – and translating complex technologies into compelling business narratives that inspire executive decision-making.

Serves as a trusted advisor to CxOs, bridging deep technical acumen with storytelling, strategic foresight, and cross-industry innovation. A recognized **AI evangelist** and **growth leader** known for influencing Fortune 100 adoption of AI, scaling SaaS businesses to \$1.6B ARR, and forging \$500M+ partnerships with Microsoft, Amazon, Google, IBM, and Salesforce.

Passionate about harnessing AI to drive transformation, operational excellence, bold innovative solutions and sustainable hypergrowth.

HONORS | AWARDS

IBM Service Excellence Award

US Presidential Lifetime Achievement Award

IBM Eminence and Excellence Award

Make a Difference Award

Aetna Healthcare Excellence Award

Business Mentor of the Year

THOUGHT LEADERSHIP | EVANGELISM

- **Keynote Speaker, “AI Cloud for Business – Leap to Future,” Global Technology Conference, Sydney (Apr 2018)** – Presented on how enterprises can unlock innovation by combining AI with cloud infrastructure. Emphasized the shift from cost-focused cloud adoption to AI-powered platforms that transform integration economics, service delivery, and digital business models.
- Recognized **AI and cloud evangelist**, translating complex AI and Agentic AI concepts into compelling business narratives for CxOs and industry leaders.
- Frequent speaker and advisor at AI summits, startup accelerators, and industry forums, championing enterprise adoption of **GenAI and autonomous systems**.
- Built cross-industry partnerships driving **\$500M+ AI-enabled revenue growth** through strategic collaborations with Microsoft, Amazon, Google, IBM, Oracle, and Salesforce.
- Founder of **Awah AI-first Venture Studio**, guiding early-stage founders in AI commercialization, market storytelling, and platform strategy.
- Strategically partners with global Fortune 100 executives to architect AI-first visions and drive enterprise-wide digital transformation.

PUBLICATIONS | SPEAKING ENGAGEMENTS

- Published author on *AI Cloud for Business*, *Agentic AI Transformation*, and *Cognitive Enterprise Evolution*.
- Keynote speaker and advisor at AI and Cloud industry summits, startup accelerators, and digital transformation forums.
- Featured in leadership panels with Microsoft, Amazon, IBM, and Google executives, discussing enterprise AI adoption and future of autonomous systems.
- Author of “AI for Image Recognition using Neural Networks and Fuzzy Logic,” one of the earliest academic papers bridging AI and healthcare imaging.
- Frequent contributor to discussions on *Agentic AI*, *Ethical AI Adoption*, and *Enterprise AI Evangelism*.

PROFESSIONAL EXPERIENCE | KEY ACHIEVEMENTS

Awah Ventures, USA

President & CEO | Chief AI Evangelist

Jan 2021 | Present

Lead Awah’s **AI-First Venture Studio (AAVS)**, accelerating the global AI startup ecosystem by partnering with visionary founders to scale bold, **Agentic AI and GenAI-native ventures** from idea to market impact. Combine

strategic foresight, storytelling, and commercialization expertise to help early-stage companies transform breakthrough innovation into sustainable enterprise value.

- **Evangelize Agentic AI** and autonomous-system architectures across industry forums and client ecosystems, positioning AI as a driver of enterprise growth and operational intelligence.
- **Guide founders on AI-first GTM, product strategy, and commercialization**, building repeatable frameworks that accelerate enterprise adoption and traction.
- **Advise on M&A, market expansion, and strategic growth**, shaping scalable roadmaps and investment theses for AI-led transformation.
- **Conduct due diligence** on technical differentiation, business scalability, and investor alignment for high-impact deep-tech ventures.
- **Champion cross-industry collaboration**, connecting startups with Fortune 100 partners (Microsoft, Amazon, Google, IBM, Oracle, Salesforce) to co-develop intelligent solutions.

Wipro, USA

Chief Growth Officer – Cloud & AI | Chief Cloud & AI Officer – Americas

Oct 2017 | Dec 2020

Appointed to lead the **AI-first cloud transformation agenda** across the Americas, driving large-scale enterprise adoption of cognitive, agentic, and intelligent automation technologies. Served as a **trusted advisor and evangelist to C-level executives**, helping Fortune 100 clients translate emerging AI innovations into measurable business outcomes. Oversaw GTM strategy, market expansion, and the convergence of AI, data analytics, and cloud services across financial, healthcare, retail, manufacturing, and public sectors.

- **Evangelized Wipro's "AI on Cloud" vision**, shaping narratives that positioned cognitive and autonomous cloud as enterprise growth accelerators; scaled the business to **\$1.6B ARR** across North America, Europe, and APAC.
- Served on the **Executive Council as Chief Innovation Officer**, guiding next-gen services such as **Wipro Holmes AI/ML-as-a-Service, Blockchain-as-a-Service, and Autonomous Cloud Platforms**.
- Partnered with **40+ global CxOs and boards** to co-create AI-first transformation roadmaps, integrating agentic AI architecture, process intelligence, and predictive analytics.
- **Led presales and executive engagement**, crafting thought leadership presentations, solution narratives, and proof-of-concept showcases to accelerate deal conversion.
- **Integrated AI and automation** into hybrid-cloud solutions using ML, RPA, and Blockchain, improving enterprise efficiency and data intelligence.
- **Drove Fortune 100 client growth**, increasing recurring revenue streams by 94% through AI-led modernization and cloud adoption strategies.
- Orchestrated strategic M&A and divestiture initiatives, including **Appirio (\$500M)** and **HealthPlan Services (\$460M)**, enhancing AI-enhanced SaaS and BPaaS portfolios.
- Elevated Wipro's **industry leadership**, briefing Gartner, Everest, and IDC analysts to position Wipro as a top innovator in AI-enabled cloud transformation.

IBM, USA

Chief Cloud Officer, Global Cloud Services Head – Public Sector

Sep 2015 | Oct 2017

Led IBM's federal and healthcare cloud transformation initiatives, driving \$600M+ in AI and cloud enabled revenue. Served as trusted advisor to CxOs across federal agencies, guiding vision and strategy for **AI-driven digital modernization**.

- Championed **Watson AI-powered cognitive cloud** as a differentiator, winning major programs across Defense, CMS, and USDA.
- Secured over **\$1B in strategic wins**, including the U.S. Department of Interior's enterprise cloud modernization.
- Delivered \$219M **Watson AI** for Defense & Intelligence Community and \$178M Virtual Data Center for CMS, establishing IBM's position as the cognitive cloud leader in public sector.
- Evangelized **AI-as-a-Service (AIaaS)** models, translating complex Watson AI capabilities into compelling value narratives that accelerated government adoption.

- Unified cross-brand IBM offerings and ecosystem partners, co-developing **AI-powered managed services** and analytics frameworks.
- Positioned IBM as a **federal AI pioneer**, shaping public-sector readiness for cognitive transformation.

Head of IBM Cloud Solutions – Public Sector

Aug 2011 | Aug 2015

Recognized as a **Cloud Pioneer** for leading IBM's **first DoD Cloud** Transformation program (\$25M), modernizing enterprise information systems for 700,000+ USAF personnel.

- Established the **IBM Gov Cloud Division**, scaling shared services to \$240M annual revenue with 500+ practitioners.
- Advised federal CIOs on **hybrid cloud and AI** adoption strategies; integrated predictive analytics and process automation for mission-critical systems.
- Forged multi-partner ecosystems, including AWS and Azure, accelerating hybrid-cloud consulting growth and government accreditation (**FEDRAMP, IL2-5**).
- Drove IBM's GTM for **cloud and AI modernization** across government, healthcare, and education sectors.

Chief Customer Experience Officer & Global Head of Partner Alliances – Government & Healthcare

Oct 2009 | Jul 2011

Architected IBM's **Smarter Contact Center** initiative, leveraging predictive analytics to enhance citizen experience and service delivery.

- Directed alliance ecosystem with **Salesforce, Pega, Oracle, and SugarCRM**, generating \$70M+ in incremental revenue.
- Co-led **AppleCare** for Federal, achieving \$70M in new business as part of **IBM MobileFirst**.
- Elevated client engagement through **storytelling and design thinking**, improving digital engagement by 46%.

Business Sales and Delivery Executive – Digital Transformation

Jun 2008 | Jun 2011

Moved to the public sector as a digital modernization, contact center, and case management expert to drive IBM programs with full P&L responsibility and delivery oversight for multiple large programs.

- Delivered a \$70M digitization program for the U.S. Social Security Administration, modernizing Disability Claims Processing with **predictive modeling** and improving adjudication speed by 13%.
- Directed the \$55M modernization of the New York City Housing Authority's public housing and Section 8 systems, reducing processing time by 30 days (20%).
- Ensured delivery excellence and performance across 300+ consultants and two global delivery centers.

Program Manager | Chief Architect | Capture Manager

Aug 2003 | Jun 2008

Chosen for expertise in leading complex **Customer Experience (CX)** and **Business Intelligence (BI)** initiatives across healthcare and financial services. Directed large-scale modernization programs, managed multimillion-dollar bids, and expanded IBM's strategic footprint with existing and new clients.

- Led BI and CX modernization programs at **Aetna and Cigna**, delivering **\$90M in savings** and a **20% reduction in medical cost per member**, overseeing \$40M+ in global delivery spanning five international locations.
- Expanded IBM's annual revenue by **\$6M+** at **TIAA-CREF** through data-driven customer experience transformations.
- Captured **\$100M** in new business at **Cigna** through enterprise data and analytics modernization pursuits.
- Drove modernization at **Cuna Mutual**, reducing customization from 85% to 25% and boosting user adoption from 40% to 80% via predictive customer insights and design thinking.

Capgemini, USA

Project Manager | Solution Architect | Proposal Manager

Jan 1999 | Jul 2003

Led CRM and contact center transformation programs across financial and insurance sectors.

- Architected **digital Customer Experience (CX)** and **analytics** solutions for **PNC Bank, AIG, Guardian Life, and Citibank**.
- Delivered integrated CRM modernization programs improving client retention and cross-sell efficiency.

Early Career**Product Lead - Tata Consulting Services | Lead Researcher – National Institute of Technology, India**

- Designed and implemented India's **first integrated digital insurance platform** adopted by major insurers covering 70% of the national market.
- Built one of the **first AI engines** for **image synthesis** using **neural networks, genetic algorithms, and fuzzy logic**.

EDUCATION

Master of Business Administration (MBA) | Virginia Tech, Pamplin College of Business**Bachelor of Engineering (BE)** | Computer Science & Engineering (Honors) | National Institute of Technology
