

# Aleem Bandali

Strategy, Operations, and Sales Executive

in [linkedin.com/in/aleem-bandali/](https://www.linkedin.com/in/aleem-bandali/)

+31 6 25 14 12 53

✉ [aleem.bandali@insead.edu](mailto:aleem.bandali@insead.edu)

## SUMMARY

Dynamic Strategy, Operations, and Sales Executive with over a decade of diverse leadership experience from tech unicorn (o9 Solutions) to top-tier management consulting (Bain) and Fortune 500 (Walmart & Walmart.ca). Distinguished for spearheading digital transformations and leveraging data analysis to drive strategic initiatives, culminating in over \$25M in new SaaS revenue at o9 Solutions. Expert in enhancing operational efficiencies and developing corporate strategies, with a proven track record of exceeding growth targets in Fortune 500 settings. MBA from INSEAD with a deep understanding of both high-level strategy and operational execution, ready to bridge strategic vision with actionable insights.

## PROFESSIONAL EXPERIENCE

o9 Solutions (*Amsterdam, Netherlands*)

**Vice President, Executive Business Development**

2023 – present

**Director, Executive Business Development**

2022 – 2023

- Spearheaded digital transformation initiatives, directly contributing to \$25M+ in net new SaaS revenue by leveraging advanced data analysis and operational insights to drive strategic decisions.
- Established and nurtured high-level executive partnerships, facilitating the 'aim10x executive council' to solidify o9's strategic positioning and amplify its market reach.
- Established executive partnerships with industry experts and education institutions like INSEAD, MIT, and IMD, creating lead generation with advancing industry thought leadership.
- Client Value Realization: Helped top tier client CxOs quantify and share o9's impact through diverse storytelling mediums, spreading successful client engagements across the market.

**Sales Director**

2020 – 2022

- Pioneered o9's entry into the Retail vertical within EMEA, generating a \$10M+ sales pipeline from ground zero and securing a pivotal >\$1M annual SaaS booking with a top European retail giant.

Bain & Company (*London, UK*)

**Consultant**

2018 – 2020

- Led strategy consulting projects and commercial due diligences focused on digital operations transformation for leading Consumer Goods and Financial Services providers, delivering actionable insights that informed ongoing business strategies and operational improvements.

Walmart Canada Corporation (*Toronto, Canada*)

**Strategic Program Manager, Ecommerce**

2016 – 2017

- Orchestrated a seamless omnichannel transition strategy, bridging silos and significantly outperforming market growth metrics across 31 merchandising departments, outpacing market growth by 24%.

**Category Manager, Ecommerce Grocery**

2015 – 2016

- Managed \$25M P&L, driving sales growth by up to 70% by leveraging data analysis, surpassing both sales and profit plans with strategic online grocery delivery initiatives.

**Associate Category Manager, Ecommerce**

2014 – 2015

**Project Lead, Store of the Future**

2012 – 2014

**Category Space Planner**

2012 – 2012

## EDUCATION

**Master of Business Administration (MBA)**

INSEAD (*France, Singapore*)

December 2018

**Bachelor Management Organizational Studies (BMOS) Major in Finance**

University of Western Ontario (*Canada*)

July 2011