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**Michael Staff**

Business & Digital Transformational Leader | Emerging Tech...

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← Experience



Vice President, Global Applications & BPS Transformation

NTT DATA · Full-time

Aug 2025 - Present · 1 mo

Skills: Management Consulting · IT Strategy · Business Process Improvement · Business Transformation

Global Managing Partner

Tata Consultancy Services · Full-time

Nov 2015 - Aug 2025 · 9 yrs 10 mos

Global sales and delivery lead for the \$27 billion firm's management Consulting & Services Integration unit addressing the business and related digital transformation needs of our manufacturing clients within the Automotive, Aerospace & Defense (A&D), Chemicals and Industrial Capital Equipment segments worldwide. The Manufacturing unit of C&SI has experienced triple digit growth since starting in the role. FY23 YoY revenue growth of 38% and averaging 92% Customer Satisfaction Scores on delivery.

Skills: Program Management · Mergers & Acquisitions · Business Development · Enterprise Resource Planning (ERP) · Strategic Planning · Business Process Improvement · Management Consulting · Strategy Implementation · Leadership · Business Transformation · Strategic Consulting · Cloud Computing · Go-to-Market Strategy

Computer Sciences Corporation (CSC)

Full-time · 10 yrs 1 mo

Industry General Manager, Americas

2014 - 2015 · 1 yr

Recruited back to CSC to lead the vision, strategy, planning and P&L execution for the \$1.3B Americas Manufacturing business and achieve the organizations financial and strategic business objectives. The unit served the needs of CSC's Fortune 500 client base in the Aerospace & Defense, Industrial, Automotive and Chemical segments across the Americas.

Skills: Outsourcing · Program Management · ERP · Strategy · Business Development · Strategic Planning · Business Process Improvement · Consulting · Strategy Implementation · Leadership · Business Transformation · Cloud Computing · Go-to-Market Strategy

Managing Partner, CSC Consulting

Jan 2012 - Dec 2013 · 2 yrs

Promoted to one of 8 Managing Partners responsible for both sales and delivery for CSC's \$22 billion management consulting organization. Led the largest and one of the most profitable P&L's for the organization in the Americas. Firm leadership team for Aerospace Industry Association (AIA).

Skills: Program Management · Mergers & Acquisitions · Strategy · Business Development · Enterprise Resource Planning (ERP) · Business Process Improvement · Consulting · Strategy Implementation · Leadership · Business Transformation · Cloud Computing · Go-to-Market Strategy

Managing Director and Senior Partner, CSC Consulting

2005 - 2012 · 7 yrs

Full sales and delivery practice responsibility for the largest and fastest growing region P&L in Global Business Services (GBS). Includes TCS Interactive practice responsibility for the firm nationally. Client industry segments include financial services, retail, industrial manufacturing, high tech, A&D, healthcare, life sciences, CPG and state & local government.

Hired in 2005 to rebuild and refocus the Northeast region from one of the lowest performing consulting regions to the #1 spot in 2006

Skills: Program Management · Mergers & Acquisitions · Strategy · Business Development · Enterprise Resource Planning (ERP) · Business Process Improvement · Management Consulting · Strategy Implementation · Leadership · Business Transformation · Go-to-Market Strategy



Executive Vice President

Astadia

2013 - 2014 · 1 yr

Executive leadership role for this private equity backed consulting services firm which specialized in serving global clients in the marketing automation and customer experience segments.

Skills: Program Management · Strategy · Business Development · Strategic Planning · Business Process Improvement · Management Consulting · Consulting · Strategy Implementation · Leadership · Business Transformation



Director, Consumer Industrial and Technology

BearingPoint Consulting

2001 - 2004 · 3 yrs

(KPMG Consulting became BearingPoint)

Skills: Program Management · Mergers & Acquisitions · Strategy · Business Development · Enterprise Resource Planning (ERP) · Strategic Planning · Business Process Improvement · Management Consulting · Strategy Implementation · Leadership · Business Transformation · Go-to-Market Strategy



Director, High Tech Industry

KPMG · Full-time

1999 - 2001 · 2 yrs

Skills: Program Management · Business Development · Customer Relationship Management (CRM) · Enterprise Resource Planning (ERP) · Strategic Planning · Business Process Improvement · Management Consulting · Strategy Implementation · Leadership · Business Transformation · Go-to-Market Strategy

Senior Vice President

Darwin Partners · Full-time

1997 - 1999 · 2 yrs

Skills: Strategic Planning · New Business Development · Leadership · Solution Selling · Go-to-Market Strategy

Director

Programart Corporation · Full-time

1989 - 1997 · 8 yrs

Skills: Strategy · Business Development · Leadership · Solution Selling



More profiles for you



Lisa Yu · 2nd
M&A, Growth Strategy, Finance & Operational Strategy | Management Consulting Executive | Propelling organizational goals and full business...

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Joydeep Ghatak · 2nd
Generative AI | AI Safety | Responsible AI |AI Product Management |AI Technical Program Management |<Quantum |Computing> | <QML> | Data...

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Jim McKeighan · 2nd
Global Managing Partner at Tata Consultancy Services
Banking, Financial Services and Insurance

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Matthew Lekstutis · 1st
Supply Chain Consulting Global Leader

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Sumi Dhody · 3rd
Director Alliance SAP at Tata Consultancy Services for APAC and MEA

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