**CONFIDENTIAL DOCUMENT**

**POSITION ANALYSIS & DESCRIPTION**

**WIPRO**

**Theme Engagement Leader – Data and Actionable Insights**

**(Horizontal P&L role)**

**Reporting to: Business Head – India & SEA**

**Domain coverage: BFSI; Telecom; Media-Tech; Energy & Airlines**

***Confidential***

***February 2023***

**Background:**

**Who we are**

Celebrating over 75 years of innovation, Wipro is a purpose-driven, global technology services and consulting firm with 230,000+ experts in 67 countries helping our customers, communities and planet thrive in the digital world. We are technologists, designers, strategists, and business partners, committed to achieving our customer’s ambitions and creating a humane, sustainable, and resilient future for all. Our recognized capabilities across industry segments in digital strategy, cloud, engineering, AI, and cybersecurity, have established us as a trusted leader in orchestrating transformation. Our capabilities are augmented by the strengths through acquisitions of Capco, Designit and Rizing which competitively set us apart.

**Our purpose**

The Wipro brand is an embodiment of customer-centric excellence, drive for sustainability and outstanding corporate citizenship. Our lasting values, embodied in the Spirit of Wipro, emphasize unyielding integrity in everything we do; treating people fairly and with respect, and demonstrating ecological sensitivity in thought and action. Our values are put in action by the 5 Habits (of respect, responsiveness, communication, stewardship, and trust) which push us towards exemplary behaviours

66% of economic interest in Wipro is irrevocably pledged for philanthropy through the efforts of the Azim Premji Foundation which works tirelessly to create at-scale, institutionalized changes in the quality of education in India and other areas including vulnerable groups, nutrition, and governance. Just last year, we pledged ~1Bn USD to support the most disadvantaged, mainly in the areas of healthcare and education.

We are proudly committed to achieving net-zero emissions by 2040 and are a founding member of the Transform to Net Zero coalition. Our commitment to sustainability, diversity & inclusion, good corporate citizenship corporate governance is recognized by our customers, investors, analysts, and employees.

**Our positioning**

We aspire to be a ‘value orchestrator’ to our clients – an end-to-end digital transformation partner that delivers personalized business outcomes through holistic solutions. We aim to do this by bringing together domain knowledge, technologies, partners, and hyperscalers to solve complex problems for our clients.

**Our vision for Wipro is to**,

• Be a trusted partner to our clients in their transformation journey and enable them in achieving leadership in their respective industries.

• Orchestrate value to our clients as part of their transformation journey through sector-focused ‘Business solutions’, ‘Digital’ & ‘Technology’ capabilities, cutting edge innovation leveraging our strategic ecosystem partnerships, and our world class talent.

• Stay resolute in our commitment to the environment, societies, and communities we work and live in

**We realize our ambition through our five strategic priorities –**

1. Accelerate growth – Focus & scale

2. Strengthen clients & partnerships

3. Lead with business solutions

4. Building talent @ scale

5. Simplified operating model

**From January 2021**, Wipro has brought in an operating model "marked by simplicity" that aims to bring the company closer to its customers. Wipro has replaced the old structure of various strategic business units, service lines and geographies with **four strategic market units (SMUs) and two global business lines.**

The **four Strategic Market Units (SMUs)** will be Americas 1, Americas 2, Europe and Asia Pacific Middle East Africa (APMEA - Australia and New Zealand, India, Middle East, South East Asia, Japan and Africa). Europe will include six regions: UK and Ireland, Switzerland, Germany, Benelux, Nordics and Southern Europe. Americas 1 and Americas 2 are primarily organized by industry sector, while Europe and APMEA are organized by countries.

For Wipro the **two Global Business Lines** –

• **iDEAS** (Integrated Digital, Engineering and Application Services) - will include the following Service Lines - Domain and Consulting, Applications & Data, Engineering and R&D and Wipro Digital

• **iCORE** (Integrated Cloud Infrastructure (CIS), Digital Operations (DOP), Risk and Enterprise Cyber Security Services (CRS) - will include Integrated Cloud Infrastructure (CIS), Digital Operations (DOP) and Risk and Enterprise Cybersecurity Services (CRS)

**APMEA Business and Strategy (11.6% contribution, ie 1.16 Bn $)**

Our APMEA business covers the vast regions and countries of Africa, Middle East, Indian sub-continent, South-East Asia, Japan and Australia/NZ. It is the fastest growing regions and a major focus area for investment and accelerated growth.

Our go to market strategy is driven by our **7 Themes** that address the expectations of clients’ key stakeholders: Experience, Data, Analytics & Insights, Engineering Edge, Full Stride Cloud Services, Cybersecurity, Core Business Transformation and Managed Services. In addition, our focus on Sustainability/ESG cuts across all the go-to-market activities related to the 7 Themes.

We also define the market by our **select industries**: Financial Services, Energy, Natural Resources & Utilities, Telecom-Media & Tech, REM (Retail & CPG, Engineering & Construction, Travel, Transport & Manufacturing), and Public Sector

**Theme Engagement Leader – Data and Actionable Insights:**

A strong consultative leader, providing strategic and operational leadership for Data and Insights business for our client in India & SEA.

**Key Components of the Role :**

* **Business and growth:** He/She will be responsible to carve out and subsequently, grow this unit at a rapid scale, by leveraging data available within the enterprise and external environment, for achieving enhanced client outcomes.
* **Expert role with commercial responsibilities:** There is a duality in this role. The leader and the team will provide consultative solutions revolving around usage of data and analytics by engaging with the top management of the client firms. The leader will simultaneously impact the regular contracts by enhancing the value proposition through inclusion of data-oriented solutions. Secondly, on his/her own steam, build new portfolio of work centered on data analytics and AI/ML technologies.
* **Creating the solutions around data**: The expert will identify and prioritize areas in each of the focus sectors in the region and crystallize solutions. Eg; Sectors which are oriented towards generating enormous quantum of operational data such as Oil & Gas E&P, Airlines or the operational network performance in a telco – all of them are potent areas where business model development and enhanced customer service can be delivered through analytics and applying appropriate AI/ML technologies.
* **Utilization**: The leader and his/her team will have to maximize the utilization with customer engagements

**Specifications of the Ideal Candidate:**

* **Career:** Should have had a successful career providing data analytics solutions using AI/ML technologies across multiple domains, spanning enterprise and product development activities.
* **Experience span:** Should have ideally had total experience of 15+ years with atleast 5 to 10 years working in analytics, AI/ML and data centric solutions areas in big-5 Indian SI, big-5 western SI, pure play analytics or consulting firms.
* **Skillsets**: Exceptional depth in the specialization, abilities to hold top-end conversations with C suite executives, proven track-record and successful implementation of analytics solutions; business commercial & P&L orientation.
* **Location:** Bengaluru/ Delhi / Mumbai