

Akash Das

It's the will, not the skill...

Enable people & organizations to achieve more in the digital future.
Garner business with technology & talent.



Honored for commitment,
excellence & leadership.

Experience (21yrs)

Director - Delivery Partner

Cognizant

2018 - Ongoing Kolkata, India

- Turn managed service accounts into delivery temples. \$150M TCV
- Build world-class team for best in class service delivery. ~800FTEs.

A. Director - Delivery & Ops

Cognizant

2017 - 2018 Kolkata, India

- Delivery & operations for entire UK geo. ~\$200M portfolio.
- Gain mindshare, operations excellence, optimize margins, and build leaders. ~1800FTEs

Sr. Manager - AM, BDM, DP

Cognizant

2010 - 2016 East Coast, USA Benelux, CE Pune, Kolkata, India

- Delivery & sales for global BFSI NA, CE portfolio ~\$10-20M.
- Solution selling, delivery execution, customer excellence

Portfolio Manager

Wipro

2005-2010 Kolkata, India, East Coast, USA

- Large Capex/Opex app dev & support projects portfolio -\$6M.
- Project Management, delivery execution, customer excellence

Team Lead

Cognizant

2003-2005 Kolkata, India

- Support and maintenance for large IM/PB BFSI client.
- Managed services for middleware & data services.

Key Responsibilities

- BIC Delivery, Operations, CSAT improvement
- P&L owner, Control CoD, farming, mining
- Digital transformations, lean & automation
- Trusted advisor on business solutions
- People & attrition management
- Leadership during crisis.

Achievements

'Being-You' Leader

Advocating will Vs skill, self-belief, passion, agility, empathy, integrity-created a self-brand people look up as motivator & leader. Future of work, automation evangelist.

Courage of a 'Fireman'

Known as Mr. Fix-IT to stabilize services, operations, margins for clients & engagements, practice & people.

Build human 'Leaders'

Coached, build world-class leaders in delivery, operations with design thinking. Self-driven, run with passion, empathy & responsible to society & work.

Covid19 & Amphan Crisis Champion

Enabled 15k employees to WFH in 4 wks. Food & basic relief work for 6K families in the city/Sundarbans area. Recognized by CEO of Cognizant Foundation.

Trusted Partner

Ramped up ~900 FTE global team from scratch in Kolkata. Seamless transition, BAU, transformations, CSAT improvement with service credits in \$ amount.

Career Milestones	1999-2003	2003-2005	2005-2010	2010-Ongoing
	s/w eng. - Pentasoft, Firstnet, EDP.	Team Lead Cognizant.	Project Lead to Portfolio Manager-Wipro.	Account Mgr, Sales, Delivery/client Partner, Director-Portfolio/Large accounts

Professional Experience @ Cognizant (2010-Present)

Account, Delivery Management, Client Partnership (current portfolio-\$150M TCV for 5yrs):

- Solid organizational brand value building future leaders, delighted customers delivering innovative and financially sound solutions to business challenges. Leading and architecting business solutions, digital transformations.
- Expertise in build operate & transform global complex operations for businesses. Known for BIC operations, happy teams, pulling negative margin accounts to BU target levels. CoD reduction by~25% for large portfolios/managed services.
- Client coverage at CXO, VP, MD and senior ED level as **trusted** advisor to Cognizant's largest clients, providing guidance and thought leadership on current business issues (in applicable vertical). Leveraging existing executive level relationships to enhance **Cognizant's brand**. Compliance & risk management governance both for client and internal.
- Evangelist for cloud migration, AI-ML, ITPA, RPA tools, products & frameworks for transformations and automation.
- Proactively defining, driving and tracking KPIs that drive value for customer & improve CSAT.

Sales & Business Development:

- Maintaining a consistent pipeline of opportunities (in applicable verticals).
- Develop Cognizant's positioning on the market through a robust and well-thought through go-to-market strategy
- Drive growth through new logo acquisition, achieve sales target/quota, own the sales cycle,
- Pursue aggressive business growth in identified accounts to achieve top-line revenue with consistent profit margins. Achieve revenue growth of 40%.
- Create ground level awareness of our products/platforms like Cloud360, Hive, OTSLM & opportunities leveraging the suite of services/products.
- Representing Cognizant at relevant conferences, tradeshow, and industry forums. Build market connects & networks

Professional Experience @ Wipro (2005 - 2010)

Portfolio Manager-Large Capex & Opex projects for Business Technology Services (2009 to 2010)

Large US Retail Client - Philadelphia, PA • P&L of \$6 million annually

Own and direct the entire CAPEX application development projects portfolio for the client's business units like BIS, merchandising, e-commerce, stores, corporate & IT services. Managing Wipro Business Technology Services team to cater to the program level for each of the verticals and all capex application development projects along with several ASM/ADM engagements.

Key Achievements:

- Grew a portfolio of projects/business from zero to \$5+ million & built a team size of 65 in 1 year.
- Transformation projects of lift & shift of data centers, EDW, BI, MF, E-commerce.
- Spearheaded the core team for delivery of projects with track record of on-time, on-budget measures improving capex ROI.
- ASM/ADM project execution reducing operating expenses 20%. Served as key leader in effectively managing 25% OM & increase profits.

Project Manager, Systems Integrator, Business Technology Services (2005-2009)

Globally Largest Car Manufacturer - India & MI, Troy USA. P&L \$1-2 million annually

- Spearheaded numerous complex EAI & DW projects in the GIF model (aka - shared model) as PM and SI.
- Transforming and integrating end to end order management of vehicles, complete supply chain, event based architecture with COTS tool (i2 SCM) implementation, project teams spanning USA, India, Germany, Korea, UK, and Spain.
- Complex EDW, Data staging, DataMart, BI reporting.
- Responsible for development and management of budgets, determining project scope, liaising between clients and staff throughout project lifecycle, and ensuring objectives were met;

Key Achievements:

- Graduated from a team lead to tool architect to PM.
- Executed the full SDLC (13 months duration) of a \$ 1+ million project for GM global Supply Chain management with a CSAT rating of 7/7.

Previous Professional Experience

Project Lead Managed Services @ Cognizant Technology Services

Global Large BFS Client with IM & PB-AD Core (Oct 2003- Oct 2005)

Application maintenance & support on middleware, data services.

Key Achievements:

- Awarded as employee of the quarter in 2005 in recognition of outstanding performance in application development in JCAPS. Gained extensive knowledge on SOA based integration projects.

Project Coordinator @ EDP Software Ltd (2002-2003)

With development Team Member, Support team.

Software Engineer –Ecommerce Solutions @ Pentasoft & Firstnet Solutions (2000-2002)

Professional Specialties: Captive - GIC/GCC/GDC Setup | Global Service Delivery | P&L Ownership | Business development | Digital Transformation / IT Solutions/Cloud | Solution architecture | IT Service Management | Marketing, Communications and Event | Multimillion-dollar & multi program management | SI | Executive Relationship Management, CSAT| Corporate Affairs & Outreach | Business / Vendor Partnerships | BFSI/Retail Domain Expertise | Disaster Relief

Education

Bachelor of Accounting & Business Management (1999) CALCUTTA UNIVERSITY – India, WB.

PGD in computer applications, 3 yrs diploma with internship in computer applications-GNIIT



Professional Trainings/Certifications

- Exec training for business conduct and acting from **Carnegie Mellon Tepper school of business**
- Revenue Forecasting – Cognizant Technology Services
- Elevate-Leadership Coaching - Cognizant Technology Services
- Trained in **PMP (PMBOK) & PM Elite @ Wipro Technologies.**
- Six Sigma-GB trained — Cognizant Technology Services
- **IOT, BI trained, & Cloud certified.**



AWS Certified Cloud Practitioner
Amazon Web Services Training and...



Microsoft Certified: Azure Fundamentals
Microsoft

Technology Experience

JAVA,.NET, ASP, SQL, Oracle, Web/App Server, Middleware, Unix, MF, Delphi, VStudio, MQ, Eclipse.

Client server, N-tier & Event based s/w architecture.

Enterprise Storage Network: • Netapp • EMC Storage Arrays

Network and Server Technologies: Cisco

Switches/Routers/Firewalls • IP Telephony •

IT Security and Data Protection: Active Directory Services • Symantec NetBackup • **Virtual Desktop Infrastructure:** VMWare ESX Server • Citrix • Xendesktop, Cisco-UCS FlexPods.

Messaging and Collaboration: Microsoft Exchange • KVS Enterprise Vault • Blackberry Services • Token-based Remote Access • Cisco Unified messaging

Business Domain Expertise

- BFSI
- Retail
- Manufacturing
- Ecommerce.

Interests

- Writing, Editing
- Documentaries
- Social works
- Mentoring
- Guitar
- Designing



CERTIFICATE OF APPRECIATION
Presented to
Akash Das
In recognition of active support to
Cognizant Foundation's
Amphan Cyclone relief activities in the
state of West Bengal

CHENNAI
SEPTEMBER 23, 2020

Awarded for Covid &Amphan relief work

Some of the published articles & documentaries (click to view)

[Dare to Dream!" - 2020:Man & Machines - Wave of Future: IOT"](#)
[Customer Obsession – Only Advantage!](#) - [Covid-19: Impact, Opportunities & Future of Work](#) - [Leaders as Educators](#)
[Future of Indian E-commerce](#) - [Future of IT by 2025](#) - [Future of jobs](#)

Professional References:

1. Debasis Basu – Former VP, Cognizant. @ +91 98301 92258

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2. Vijay Mehta – VP, NTT DATA. @+1 732 394 9199

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