Contact

www.linkedin.com/in/nandha-bojaraj (LinkedIn)

Top Skills

Pre-sales
Program Management
Relationship Management

Certifications

Artificial Intelligence: Implications for Business Strategy

Data Science: Bridging Principles and Practice

Digital Transformation

Digital Marketing Foundations

UX DESIGN & STRATEGY FOR EMERGING TECHNOLOGIES

Nandha Kumar Bojaraj

Director - Platforms & Ecosystems Strategy
New York City Metropolitan Area

Experience

Verizon
3 years 9 months

Director - Platforms & Ecosystems
August 2021 - Present (1 year 9 months)

Director - Business Transformation
August 2019 - July 2021 (2 years)
Basking Ridge, New Jersey

Tata Consultancy Services
13 years 7 months

Director - Intelligent Process Automation Services
September 2018 - August 2019 (1 year)
Greater New York City Area

Enabled adoption of intelligent automation for TCS clients to help them achieve increased operations efficiency, reduced cost and improved stakeholder experience. Key focus areas include Robotic Process Automation, Business Process Management and AI/ ML solutions.

Director - Banking and Financial Services
September 2015 - August 2018 (3 years)
Greater New York City Area

Responsible for growing the Capital Markets Business Process Services unit for North America

• Won 5 new logos for the BPS unit within the first 18 months in this role by actively cross selling operations services to existing IT clients of the firm in addition to acquiring new logos.
• Closed OBV of $100 million and delivered 32% revenue growth – 32% growth from FY15 to FY17
• Won the first Robotic Process Automation (RPA) assessment engagement for North America Capital Markets unit and grew the RPA business complementing Operations services

• Increased visibility of Capital Markets offerings through several marketing initiatives – hosting focus group roundtable, analyst briefings and sponsoring industry events such as SIFMA conference

Business Relationship Manager
January 2010 - August 2015 (5 years 8 months)
Greater New York City Area

Responsible for business operations services relationship for a leading investment bank

• Increased revenue from Operations services from $2.5 M in FY11 to $32 M in FY15
• Expanded operations services into 4 new business units – wealth management, risk & compliance, fund services and finance division
• Generated new revenue streams by cross selling other offerings including Management Consulting, Testing, Supplier Risk Management and Analytics
• Developed and implemented global delivery strategy for the client that resulted in increased revenue through services delivered from Mexico and China

Manager - Solutions
January 2009 - December 2009 (1 year)
Chennai Area, India

Responsible for bid-management, location strategy and outsourcing assessments.

Operations Manager
February 2006 - December 2008 (2 years 11 months)
Chennai Area, India

Managed operations for 2 large clients during the 3 year period
• Successfully managed transition of services from incumbent vendor to TCS. Delivered better performance and productivity improvement within 1 year resulting in improved client satisfaction.
• Drove multiple process improvement/ LEAN sigma initiatives that delivered 12% productivity improvement
• Increased revenue from the account by 30% by identifying new business opportunities and scaling up scope of services delivered by the team

OfficeTiger
Associate Operations Manager
August 2005 - February 2006 (7 months)
Chennai Area, India

Managed a team of 150 graphic designers delivering digital content to leading retail brands in the United States.

Allsec Technologies Limited
Assistant Manager - Operations
August 2001 - July 2005 (4 years)
Chennai Area, India

Joined the firm as a client service associate and was promoted as team lead shortly after. Subsequently, took up training assignment and trained over 300 associates over a period of 14 months. Promoted as operations manager within 3 years of joining the firm and managed a team of 50 customer services associates and P&L for a large client.

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Education

Bharathiar University
B.Sc., Computer Science