

Los Angeles, CA
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+1 (310) 997 0658

Kunal Kochhar

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PRODUCT STRATEGY & ENTERPRISE TECHNOLOGY EXECUTIVE

Enterprise technology executive with 20+ years of delivering large-scale, AI-driven solutions and strategic transformations in Financial Services, including insurance innovation and GenAI-based product development. Adept at orchestrating complex, cross-functional AI initiatives to meet organizational objectives, I have led end-to-end program management for emerging technologies—most notably telematics and usage-based insurance—across microservices platforms and design-thinking-based UX frameworks. My background spans driving GenAI strategy, overseeing enterprise-level technology roadmaps, collaborating with startups and academic institutions, and ensuring operational rigor through Agile and Waterfall methodologies.

By combining domain-specific expertise, stakeholder relationship management, and a passion for cutting-edge research, I foster cross-departmental collaboration and champion continuous innovation. I thrive on building high-performing teams, aligning AI initiatives to strategic business goals and measurable outcomes, and translating technical concepts into executive-level insights.

With proven success in scaling AI products and navigating organizational dynamics at GSIs like EY and Capgemini, I bring deep experience in integrating advanced analytics, machine learning, and next-gen technologies to deliver measurable business impact. I look forward to leveraging my strategic vision, operational acumen, and AI leadership to drive transformational outcomes aligned with enterprise-wide innovation objectives for VSP

PROFESSIONAL HIGHLIGHTS

- **Innovative Product Development (GSI/Product):** Spearheaded the full lifecycle of **Spire Insurance's** usage-based model, leveraging **EY's Nexus platform** reducing complexity and enhancing customer engagement through strategic rate factor adjustments.
- **CodeObjects** (now an Insurity company) **Insurance Suite** : Created and Managed end to end product life-cycle for policy administration, billing, claims, rating for Property & Casualty COmmercial and Personal Lines domains.
- **CodeObjects** (now an Insurity company) **Home Warranty Suite:** Created and managed end to end product life-cycle for policy administration, billing, claims, contractor management, data warehouse, portals (homeowners, contractors), for the Home Warranty product suite.
- **Strategic Account Management (GSI):** Oversaw major Life and P&C accounts, driving sales, delivery, and financial oversight across a \$30M portfolio in 2023.
- **Advisory Expertise (GSI):** Provided strategic advisory to Tier 1 carriers on full suite core systems transformations, integrating technical solutions with business strategies to enhance product offerings and customer satisfaction.
- **Collaboration with Automotive OEMs (GSI):** Spearheaded a partnership to develop an insurance captive, demonstrating strong collaboration between product teams and external partners to improve mobility coverage at point of sale.
- **Thought Leadership:** Authored several industry-relevant white papers, solidifying a reputation as a thought leader in applying technology solutions to insurance products and customer engagement strategies.

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CAREER TIMELINE

CAPGEMINI (Financial Services SBU), Los Angeles, CA

Global Client Partner – Financial Services - Insurance (June 2023 – June 2024)

- Responsible for strategic direction and P&L management of key Tier 1 insurance accounts, and cultivating client-focused relationships.
- Oversight on multiple core systems transformations, data & analytics, API first, domain driven, cloud migrations and various other initiatives, across two accounts.

INVENT (a CAPGEMINI company), Los Angeles, CA

Senior Director – Financial Services - Insurance (Dec 2021 – June 2023)

- Responsible building and delivering strategic offerings like Touchless Claims, Future of Product & Insurance.
- Delivered multiple strategy engagements covering Target Op Model, Business Process Re-engineering, Ways of Working.

EY, Los Angeles, CA

Senior Manager – Financial Services - Insurance (Oct 2015 – Dec 2021)

- Stood up NewCo, in Spire Insurance setting up Operations to Actuarial Analysis to EY's Cloud based Nexus platform, going live in under 9 months.
- Delivered multiple core systems transformations for Tier 1 and 2 P&C Accounts, leveraging enterprise platforms like Guidewire and Scootra.
- Led digital / core transformation initiatives for Tier 1 financial services clients, focusing on emerging technologies to improve business processes and customer experiences.

CODEOBJECTS INC (Now an Insurity Company), Los Angeles, CA

Director – Product & Professional Services (Feb 2006 – Oct 2015)

- Headed the pre-sales and professional services division, overseeing client engagement and service delivery, and as Product Owner developed multiple P&C Insurance and Home Warranty Products.
- Implemented multiple CodeObjects full suite applications (Policy, Billing, Claims, Rating, Data) across multiple Tier 2 and 3 P&C carriers and Home Warranty carrier.

TATA CONSULTANCY SERVICES, Los Angeles, CA

Various roles (Jan 2002 - Jan 2006)

- Worked in multiple roles first as a SalesLogix (Act Software) and then as a Siebel Certified Consultant, supporting clients' implementations.

EDUCATION

CA Producer License #: 4410554 (Property & Casualty) / National Producer #: 21347162

Graduate Degree in Computer Science, Institute of Management Technology Ghaziabad, India Class of 2002

Bachelor's Degree in Business, Delhi University, India Class of 1999

Fundamentals of Project Management, UCLA, Los Angeles 2011