****NITIN KAPOOR [**nitin5kapoor@gmail.com**](mailto:nitin5kapoor@gmail.com) **| +91 7507572572**

**Sr. General Manager, Analytics & Data, ITC Infotech**

**Artificial Intelligence (AI)| Business Intelligence (BI)| Big Data| Data Warehousing (DW)**

**Practice Management| Architecture & Consulting| Sales| Industry Solutions & Platforms**

Dear Reader,

Thanks for considering my resume for the position of xxxxx. Through this letter, I wanted to summarize my professional experiences and areas of interest that might help you in evaluating my suitability for the said position.

I am an analytics and artificial intelligence professional with 15+ years of experience working globally for leading IT organizations such as Wipro Limited, NTT Data and currently at ITC Infotech. An MBA and BE (Computers) by qualification, I specialize in delivering business growth driven by strong customer engagement skills and an ability to conceptualize and deliver on Big Bet ideas for my employers. I specialize in the following roles namely **Practice Management, Industry Solutions, Sales and Solution Support, and Delivery of Consulting Services**.

**Practice Management**: Over the last few years, I have successful experiences in establishing and operating technology practices with a revenue size of $50M+. At ITC Infotech, I established and lead the healthcare and insurance analytics business which is a profitable and fast growing unit and has been identified as a BIG BET growth area for the organization. Prior to that at Wipro, I was based in Melbourne and led Wipro Analytics across Australia and New Zealand, a $40M+ business unit scaling it rapidly at 60% CAGR. At NTT Data, I devised and implemented a growth strategy for the business intelligence and information management business, which was 600+ people strong with annual revenues of $65+Mn.

**Industry Solutions**: I have considerable experience in conceptualizing and implementing digital technology led solutions, identifying and partnering with organizations who can deliver long term business value and positioning these comprehensive capabilities to the market. Just by way of example, at ITC Inotech, I conceptualized and implemented ‘Healthcare Insights’, a cloud based, voice-enabled, big data & AI platform for healthcare organizations to deliver complete, connected and intelligent experiences across the healthcare continuum. I implemented solutions to help providers and payers, improve healthcare quality, population health, and drive superior patient/member engagement using personalisation techniques. The platform is certified by NCQA and is ITC Infotech’s de-facto platform for delivering analytics and data management engagements to clients.

**Sales and Solution Support**: I have significant experience in pre-sales and sales. I led sales for Wipro Analytics across Australia and New Zealand and in 2014, scaled it to a $40M business delivering a CAGR of 60%. I received the Telekinetic Award for the best sales professional at Wipro’s Advanced Technologies and Solutions Group in the APAC geography during H1, 2014-15. All through my professional career across employers, I have been involved in contributing and leading pre-sales activities.

**Consulting Services**: I have participated in over 25 strategic engagements across clients, many of which required me to deliver business and technical consulting services. I have significant credentials in defining enterprise level requirements and IT strategies, delivering technical and information architectures and implementation roadmaps. As a representative engagement, I worked with an utility in UK which had recently been spun off from its parent to define its information needs, strategic KPI’s, technology selection and implementation plan.

I am confident that my skills and experience in above areas will bring significant value to you and the organization. I would appreciate an opportunity to discuss my credentials with you in greater detail.

Best Regards

Nitin Kapoor