Hello Debasish,

Trust you are doing well! Through this letter, I wanted to demonstrate an interest in exploring suitable career opportunities at Deloitte and have summarized my experiences here for your consideration.

I am an IT executive with 20+ years of experience in leadership roles across service delivery, program management, consulting, and business development, both in India and internationally. Below are just a few instances where I have demonstrated these qualifications.

* ***Service Delivery & P&L Management***: As the market delivery lead for life sciences at CitiusTech (a leading healthcare and life sciences IT services provider), I develop and implement strategies that nurture and grow accounts, enhance quality of engagement, promote adoption of new technologies, and deliver customer delight. I lead the P&L for the vertical and have contributed to a 45% CAGR over the last few years
* ***Program Management***: I have successfully led large and complex business transformation initiatives, that include modernization of core business platforms, data infrastructure and technologies. At CitiusTech, I led a business transformation for a healthcare payer in US that modernized their claims administration platform to HealthEdge HealthRules Payor (replacing Trizetto Facets) . This enabled the client the flexibility to offer customized insurance products and reduce claims processing timelines by 30%.
* ***Practice Management***: At NTT Data, I led the Business Intelligence and Information Management practice where I developed & positioned new service offerings, established new technology partnerships, and mentored a team of 500+FTE.
* ***Business Development***: At Wipro, I scaled its Analytics and Information Management business across Australia & New Zealand to $45M over 4 years, achieving a CAGR of 65%. Established CXO relationships with customers, partners and analysts.
* ***Product Management***: At ITC Infotech, I conceptualized, designed and developed ‘Healthcare Insights’, a technology platform built for the healthcare industry. Also lunched business applications to improve healthcare quality and patient engagement. I led the certification of Healthcare Insights for [HEDIS](https://www.ncqa.org/hedis/) by [NCQA](https://www.ncqa.org/).

These experiences have equipped me with a strong ability to lead cross-functional, distributed teams to drive strategic initiatives and deliver transformative results. I am adept at managing CXO relationships, aligning and executing strategies that support business goals, and leveraging my passion for technology to foster innovation, collaboration, and measurable business outcomes. I hold an MBA and a bachelor’s degree in computer science engineering.

I look forward to the opportunity to discuss how my skills and background can add value to your team.

Sincerely,

Nitin Kapoor