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

**Sales | Business Development | Pre-Sales | Practice Management| Client Engagement| Industry Solutions & Platforms | Analytics | Artificial Intelligence | Healthcare | Energy**

***EXPERIENCE SUMMARY***

# MBA, BE. 15 years of experience across sales, pre-sales, industry solutions and platforms, practice development

# Considerable global experience in frontline sales and practice management has provided opportunities to manage CXO relationships and a good appreciation of client needs across US, UK, Australia and Singapore.

* As **product owner and evangelist - Healthcare Insights**, ITC Infotech’s cloud based, voice-enabled, big data & AI platform, honed my skills on **product management and developing scalable data platforms**
* Expertise in consultative sales, defining architectures and implementation strategies for Fortune 500 Co.’s.
* Led/participated in over 25 strategic client engagements across consulting, architecture and technology advisory, and implementation services.
* Proficient in machine learning (ML) algorithms, and their implementation

|  |  |  |  |
| --- | --- | --- | --- |
| **Wipro Technologies** | | **Dell Services** | **ITC Infotech** |
| **Pre-Sales, Consultative Sales, Consulting Services (across various roles)** | **Sales Director ANZ, Analytics & IM** | **Global Practice Lead, BI & IM** | **Evangelist, Healthcare Insights** |
| **2004 - 2011** | **2011 - 2015** | **2015 - 2016** | **2016 - Present** |

***Practice Director and Chief Architect, Australia & New Zealand (ANZ) - Analytics***

***Wipro, Melbourne*** 2011 – 2015

* Led frontline sales and business operations for Wipro’s Analytics and IM business across ANZ. Managed a portfolio of ~$40Mn and achieved a CAGR of over 60%. Established and maintained CXO relationships across customer, partner and analyst organizations.
* Structured large and complex transformation deals often involving multiple technologies. Delivering solution presentations to clients. Led and closed sales negotiations on technology, commercials, risk, implementation
* Managed a experienced team of skilled sales professionals
* Wipro was rated as the top Indian IT vendor providing Business Intelligence and Information Management services in Asia Pacific (incl. Australia) by Forrester (a leading IT analyst) in Q4, 2013

***Pre-Sales Consultant (across various roles), Analytics and Information Management***

***Wipro, India, UK*** 2004-2011

* Led pre-sales activities for CPG, Energy Utilities, Government clients.
* Crafted and presented sales pitches based on an understanding of the clients and their industry’s needs, Wipro’s solution offerings
* Conducted extensive research of industry trends, competition, market offerings, technologies
* Assisted sales team in qualifying prospects and client opportunities
* Responded to client RFP’s, RFI’s with a complete solution. Led presentations to clients
* Extensive experience of commercial deal structuring

***EXPERIENCE SUMMARY***

# MBA, BE. 15 years of experience across sales, pre-sales, industry solutions and platforms, practice development

# At Wipro, led the Analytics and Information Management business across Australia & New Zealand. Grew it to $40M, CAGR of 60%. Maintained CXO relationships with customers, partners and analysts.

# At Dell Services, as global leader for BI&IM, devised and implemented a growth strategy for the $65M unit.

# At ITC Infotech, conceptualized, implemented and marketed a data platform for healthcare payers

* Expertise in **business & technology consulting**, defining architectures and implementation strategies for Fortune 500 Co.’s. Led/participated in over 25 strategic client engagements across consulting, architecture and technology advisory, and implementation services.
* As **product owner and principal architect - Healthcare Insights**, ITC Infotech’s cloud based, voice-enabled, big data & AI platform, honed my skills on **product management and developing scalable data platforms**

# Considerable experience in frontline technical sales and practice management has provided opportunities to manage CXO relationships and a good appreciation of client needs across US, UK, Australia and Singapore.

* Proficient in **machine learning (ML) algorithms**, and their **implementation using Python**

***Sr. General Manager & Principal Architect – Analytics & Data***

***ITC Infotech, Bangalore*** 2016- Present

* Established and operate the Data & Analytics business with a focus on global healthcare and BFSI industries. Recruited and mentor a highly skilled team of business and technology professionals
* Accountable for devising and implementing analytics & digital solutions and propositions, and positioning these with customers and analysts. Manage pre-sales, solutions definition and other go-to-market initiatives
* Client Partner for one of ITC Infotech’s largest healthcare customer, a leading ($13B) US payer & provider organization. Provide advisory and thought leadership, delivery oversight, steering committee member.
* Product owner and chief architect of ‘Healthcare Insights’, a **cloud based, voice-enabled big data and artificial intelligence (AI) platform** for healthcare organizations. Awaiting prestigious certification from NCQA, the only Indian SI to have this. This is ITC Infotech’s de-facto healthcare data and analytics platform for delivering customers services. Key technologies include HIVE, HBase, Phoenix, Spark, Tableau, Python, R. Cloud platform – MS Azure
* Developed AI powered analytics solutions to help improve:
  + quality of healthcare by optimizing performance on programs such as HEDIS, Stars
  + population health by identifying and predicting patients at risk
  + patient participation in wellness programs through personalized engagement techniques.

Summary of projects initiated by me and the Healthcare Insights platform capabilities can be reviewed at

<https://www.itcinfotech.com/lines-of-business/data-infrastructure-to-insight-to-intervention/healthcare-insights>

***Global Practice Leader – Business Intelligence and Information Management***

***Dell International Services Pvt. Ltd. (now NTT Data), Bangalore*** 2015 – 2016

* 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.
* Streamlined and improved delivery processes for newer competencies and solutions.
* Established and leveraged business partnerships with multiple technology vendors to devise innovative solutions towards meeting client needs
* Consulted, defined and implemented analytics & DW strategies and roadmaps for customers

***Practice Director and Chief Architect, Australia & New Zealand (ANZ) - Analytics and IM***

***Wipro, Melbourne*** 2011 – 2015

* Led frontline sales and business operations for Wipro’s Analytics and IM business across ANZ. Managed a portfolio of ~$40Mn and achieved a CAGR of over 60%. Established and maintained CXO relationships across customer, partner and analyst organizations.
* Structured large and complex transformation deals often involving multiple technology lines
* Wipro was rated as the top Indian IT vendor providing Business Intelligence and Information Management services in Asia Pacific (incl. Australia) by Forrester (a leading IT analyst) in Q4, 2013

***Global Practice Manager –Analytics, Government***

***Wipro, Bangalore*** 2009 – 2011

* Defined the Go-to-Market strategy and identifying relevant solutions for US govt.
* Partnered with Oracle to co-develop the Tax Analytics solution.

***Pre-Sales Consultant – Business Intelligence and Information Management for CPG industry***

***Wipro, Pune*** 2007 – 2009

* Led BI and IM pre-sales, solution definition and consulting. Serviced a sales pipeline >$100Mn, with a healthy conversion ratio. Led due diligence for large (~$100M) deals and advised on transition roadmaps & strategies.
* Regularly advised clients on realizing their information goals, played ‘opening batsman’ for multiple projects

***REPRESENTATIVE PROJECT DELIVERIES***

***Wipro, ITC Infotech & Dell Services Data; India, U.S., UK, Australia*** 2004 – Present

|  |  |  |  |
| --- | --- | --- | --- |
| **Project** | **Client** | **Role** | **Technologies** |
| Big Data based reporting and analytics solution | Large healthcare system in US | Architect | Microstrategy, Informatica, Hadoop, SQL Server |
| EDW Modernization | Healthcare Provider in US | Solution Architect | IBM Cognos, Informatica, SQL Server, Cloudera |
| Application Decommissioning and data migration | Australian Oil Co. | Data Migration Consultant & PM | Talend, Spotfire, Oracle 10g |
| BI Strategy and Roadmap Definition | LNG Importer in UK | BI Architect | Business Objects, Erwin, Oracle 10g |
| BI Usage Improvement | Large Utility in UK | BI Consultant & BI Trainer | Business Objects, Oracle Warehouse Builder (OWB),  Erwin, Oracle 10g |
| EDW Data Archiving | Business Analyst |
| EDW Implementation | Project Manager |
| Sales Invoice Reporting Data Mart Implement | Beverage & snack food Co, US | Developer | Business Objects, Informatica |

***EDUCATION***

|  |  |  |
| --- | --- | --- |
| **Degree/Program** | **Institute/University** | **Period** |
| Post Graduate Diploma in Management (MBA) | T.A. Pai Management Institute, Manipal, Karnataka | 2002-2004 |
| Bachelor of Engineering (Computer Science) | Maharashtra Institute of Technology, Pune University, Maharashtra | 1997-2001 |

***TECHNOLOGY SKILLS***

* ***Analytics:*** Implementation of popular machine learning techniques. Adept in using Python for data science
* ***BI & ETL:*** All popular BI & ETL technologies (SAP BO, Tableau, Cognos, Informatica etc.)
* ***Big Data:*** Hadoop (HDFS, Map Reduce, HBase, Hive, Spark, Phoenix)

***KEY CERTIFICATIONS***

* ***Project Management***: Project Management Professional (PMP) from PMI
* ***Architecture***: TOGAF 8 Certified from The Open Group– Reg. No. 20200
* ***Machine Learning:*** Machine Learning Engineer Nanodegree from Udacity
* ***Data Science:*** [Introduction to Python for Data Science from edX](https://courses.edx.org/certificates/de034ab53c7a41dda83a17b762ad00c2)

***KEY TRAININGS***

* ***Strategy***: Growth Harbinger Program from Harvard Business Publishing
* ***Business Development***: Demand Creation by Revenue Storm
* ***Problem Solving and Innovation***: Design Thinking for Innovation from Coursera

***KEY HONOURS & AWARDS***

* **Telekinetic Award** for the best sales professional at Wipro’s Advanced Technologies and Solutions Group in the APAC geography during H1, 2014-15
* **Deal Maker Award** for the largest deal in APAC at Wipro during H1, 2014-15