EXECUTIVE PROFILE - SASHIKANT MOHANTY

MANAGEMENT CONSULTING AND INNOVATION | BUSINESS BUILDER | DIGITAL TRANSFORMATION

Consummate business leader with over 25 years' experience progressive leadership experience in breath of business strategy, digital transformation and depth across industries with global corporates as well as start-up environments. Rounded experience in shaping strategy, and in execution of growth strategies. Led and scaled up technology and digital businesses Diverse experience across a wide spectrum of technology products incl proprietary applications, open source, cloud, data analytics and digital, and disruptive technologies. Successfully built businesses across entire lifecycle including launching new enterprises, diversifying portfolios, leading consulting & sales teams and rapidly scaling up businesses. Founded two pioneering & disruptive startups. Extensive experience in contributing to growth strategy along with global and regional partners, developing execution plans, building robust capabilities through industry leading teams and partner network - globally as well as in India markets. Proven track record of heading multi-country regions, fostering long-term relationships, building consulting practices and leading client facing delivery. Acknowledged thought leader in the areas of Digital Transformations and Enterprise Applications. Builds long-term relationships at C- level and Board levels.. Adaptive and collaborative leader interested in creating long term value for clients, businesses and human lives at large.

CONSULTING EXPERIENCE

- Growth and GTM Strategy, M&A
- Healthcare
- Banking & Financial Services
- Oil & Gas
- Retail/ eCommerce
- Supply Chain strategy and innovation

UNIQUE STRENGTHS

- Set-Up, Scale-Up
- Business Unit Management
- GTM Strategy and Execution
- Relationship Builder
- Thought Leadership

LEADERSHIP EXPERIENCE

- Business Builder
- GTM Strategy
- Client Management
- Practice Leadership
- Digital: IoT/ AI / ML / Blockchain, ERP, CRM, SCM, HCM, Analytics, EPM
- Collaborative and Adaptive Leadership
- P&L Management
- Innovation
- Multi-country / Multi-cultural Operations Management

CAREER HIGHLIGHTS

- 24 years leadership experience in consulting and digitalization, using disruptive technologies, data and analytics and business applications in diverse markets and geographies - NA, EMEA, APAC, India
- Diverse experience in Strategy & Business Development, Consultative Sales and Solutioning and Delivery, with overall responsibility for business, people and clients
- Fosters relationships with global executives in internal, client & partner organizations
- Built and led large businesses, through set-up and scale-up stages, by hiring/ developing winning teams and executing on robust partner strategy
- End to end commercial management of businesses, including signings, revenues, and operating margins. Seasoned experience in planning, budgeting and forecasting
- Demonstrated success in numerous strategic engagements, and led sales and delivery of and multi-million dollar transformation opportunities
- Extensive experience in enterprise software (on-premise & Cloud) markets led by strong foundation in sales and consulting of Business Applications and Analytics
- Multi-cultural experience in industry segments, Consulting, Services, Software (incl SaaS)
- Led aggressive growth in India/ APAC - including leading P&L of $40+ M, ground up
- Extensive experience in leading consulting practices, driving proof-of-concept development, C-/ Board- level client relationship and project implementation
- Proven track record of driving transformation within business conglomerates
- Thought leader in the space of Digital Transformation & Disruptive Businesses. Authored numerous papers on Digital Transformation, IoT, AI/ ML, Big Data etc)
- Speaker, Panelist and Visiting faculty at business schools including XIMB, IIMs and NITIE Mumbai
- Strong entrepreneurial track-record - founded India's first eCommerce platform; evangelized disruptive products / services – Mobile In-Line POS for Retail; filed patents in IoT based Traffic Management Solution for emergency vehicles; set up new lines of business - EPM powered CXO Advisory Framework, Application Lifecycle Services for Oracle and Contingent Workforce Management

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KEY ROLES

MANAGING DIRECTOR, DIGITAL VENTURES   **Arthur D. Little, 2021 - Till Date**

- Responsible for strategy, sales and client engagements for growing the Digital Strategy and Data Sciences practices
- Involved in client cases on a varied strategic topics e.g. developing growth strategies, GTM strategy and M&A support, Digital Transformation, IT Strategy and Industry 4.0

CO-FOUNDER & CHIEF EXECUTIVE OFFICER   **ZenState Consulting, 2019 - 2020**

- Led strategy, markets and growth of management consulting, services focused on Independent CIO Advisory Services
- Advised CEOs/ CDOs/ CIOs reimagine businesses using digital transformation
- Developed disruptive solutions for Traffic Management and Retail of Sale using IoT, Cloud and Analytics

GENERAL MANAGER & VP, INDIA   **Acquia, 2018 - 2019**

- Lead multi-functional organization to deliver innovation, operational efficiency for Acquia – in India
- Scaled up the India office, driving innovation and creating capacity to execute India led global growth strategy

COUNTRY MANAGER (APPS) & APAC PRACTICE HEAD (ORACLE)   **Hewlett Packard Enterprise, 2011 – 2016**

- Expanded enterprise applications footprint and launched Digital Services for HPE
- Set up Oracle, Microsoft, Analytics & Digital Practices. Built the strategy & led execution for India, later Asia Pacific and Japan
- Responsible for sales, partners, solutioning & delivery, won several deals incl first $100M deal for HPE in India
- Extensive experience in all aspects of business – People, Technology, Client Management and P/L Management

PRACTICE HEAD – (NA/ EUROPE) – ORACLE CONSULTING SERVICES   **Capgemini, 2009 – 2011**

- Practice leadership for Europe and North America – in charge of presales, project implementation and practice development
- Set up and led a Global Service Line with sponsorship of HQ- Application Lifecycle Services for Oracle

GLOBAL PRACTICE HEAD – ENTERPRISE PERFORMANCE MANAGEMENT   **HCL Technologies, 2008 – 2009**

- Set up EPM Practice that positioned HCL strategically among CXOs, with potential to influence downstream decisions
- Led solutioning and estimation, client demo and presales for numerous opportunities. Led delivery for Banking clients

ASIA PACIFIC PROGRAM MANAGER   **GE Healthcare, 2005 – 2007**

- Involved in developing strategy, Governance, Budget, Hiring, Vendor Management, as of APAC CIO leadership team
- Led transformation programs in a highly matrixed organization, along with country leaders, functional heads and Global IT

PROJECT MANAGER   **Accenture, 2003 – 2005**

- Managed highly visible project in Oracle Applications turning it around from red, and influencing incremental business
- Involved in organizational initiatives, e.g. setting up Oracle Practice during the early days of Accenture IDC in India

MULTIPLE ROLES   **1997 – 2003**

- Led IT Strategy development and execution for Hypercity, and Corporate Applications for Shoppers Stop Group
- Involved in several implementations in Accenture and Oracle. Authored "Contingent Workforce Management"
- Set up first B2C Marketplace in India, ConceptWagon, and signed up with Indian Oil for co-branding.
- He advised industrial clients on use of Lubricants, and managed supply chain of lubricants of Indian Oil

PROFESSIONAL DEVELOPMENT AND EDUCATION

COLLEGE OF ENGINEERING AND TECHNOLOGY, BHUBANESWAR 1992-1996:

Bachelor of Technology, Mechanical Engineering