



Lalit Khosa

Diploma Comp Engg, Exec MBA, XLRI

SKILLS



AWARDS & RECOGNITION

Best Cluster Award (Twice) – West; Wipro Ltd
FastTrack Career Path, Wipro Ltd.
Best Deal Award – NSE; Wipro Ltd.

SPECIAL INTERESTS

Music
Movie Buff
Love Numbers
Social Service

CONTACT

D-703, BLDG # 74,
Riddhi Siddhi Apt.,
Road # 13, Tilak Nagar,
Mumbai 400089
+91 9820010635
Khosa.lalit@gmail.com

Sales | P&L Management | Digital Transformation | Business Strategy
AWS Business & Tech Professional | Six Sigma Certified Green Belt | ITIL V3 Foundation
*Responsible for Revenue Growth, P&L Management, Business Retention,
Farming & New Logo Acquisition, Consulting & Technology Transformation*

EXPERIENCE

Business Head – Private BFSI

Sify Technologies Ltd.

Aug 2021 – Present

- Achieved Revenue of US 5M & an Order Book of US 5.3M for Q3
- Finished 92% of H2 Quota in Q3
- Only segment showing consistent quarter on quarter double digit growth in both OB and Revenue
- Responsible for retention, growth and margins / profitability
- Setup an entire sales organization across the region; growing the region simultaneously



Cluster Head – Private BFSI – West, North & East

Wipro Ltd.

Jul 2019 – Jul 2021

- Drove the business together with the Business Lines, resulting in 18% growth (23M USD OB and 25M USD Revenue; Annualized)
- Identified trends & filled the white spaces to further steer the OB & revenue in the Cluster
- Positioned Wipro in Non-Traditional (Apps & Digital) areas and showcased value based selling
- Nurtured the Vertical and Service Line Account Managers and groomed them to become independent leaders and achievers
- Best Cluster Award 2 quarters back to back in one financial year



Senior Director Sales

Microland Ltd.

Oct 2016 – Jul 2019

- Responsible for Business Retention. Growth, Profitability and CSAT
- Demand generation in the existing set of Customers to fill the white spaces
- Responsible for both direct and partner led growth PAN India
- Responsible for selling NXT-Gen Services through practice based selling
- Responsible for both IC Numbers and the team lead role for other regions



Director PreSales & Head Bid Management

CMS IT Services Pvt. Ltd.

Jun 2011 – Sep 2016

- Wore multiple hats – Training, Ops, Quality, Service Delivery, PreSales & Sales
- Responsible for Top 30 Customers – End – End PnL ownership
- Got the organization certified for ISO 20000 and ISO 27001 Standards



Regional Service Delivery Manager

Wipro Ltd.

Jan 2009 – May 2011

- Responsible for regional service delivery, customer satisfaction and growth
- Responsible for Farming Business for West region
- Responsible for revenue growth and profitability



EDUCATION

DEGREE	BOARD	INSTITUTE	YEAR
Exec MBA (Business Management)	NA	XLRI	2016
Diploma in Comp Engg	MA	Govt Polytechnic Kherwadi	1999
High School	J&K State Board	SRML	1996

LANGUAGES

English Hindi
Kashmiri Punjabi
Gujarati Marathi