

## AKSHAY SRIVASTAVA

Tilal Residence - Muscat Grand Mall, Muscat, Oman

e: [akshay0729@gmail.com](mailto:akshay0729@gmail.com); m: +968 9788 0291

Citizenship - United States of America

---

### — Digital Leader, Innovator & Strategist —

Digital Transformation & Technology Leader

---

#### *PROFESSIONAL SUMMARY*

- Spearheaded executive advisory services to Oil & Gas C-level clients on cloud delivery, digital transformation, strategic planning, Go-to-Market strategy, and management of enterprise projects
  - Developed methodologies to enable organizations on Analytics based transformation capabilities
  - Led product strategy planning efforts including identifying competitors, feature gaps, customer pain points, and defining market positioning, communication strategy, and critical business requirements
  - In-depth experience with transformational and risk analytics, real world evidence, performance and efficacy research and analytics
  - Proficient in predictive analytics planning along with traditional data management capabilities like master data management, and data governance
  - Excelled as a Thought and Action Leader while leading highly visible, sensitive engagements and consistently secured Performance Awards for contribution towards strategic growth
  - Highly Skilled in Sales, New Business Development, Strategic Account Management and executing on Tactical and Strategic plans to drive revenue growth
- 

#### *PROFESSIONAL EXPERIENCE*

ExxonMobil Corporation: 04/2015 – Present

*Vice President – Digital Transformation; US / Oman*

- Led the overall digital transformation policy formation, design and implementation plan for ExxonMobil Corporation, the largest non-government-owned company in the energy industry
- Defined, developed and implemented Big Data Analytics, Data Governance, MDM, BI and Big Data architecture roadmaps and solutions, with a particular focus on the appropriate data model and analytics technology infrastructure
- Currently leading a multi-year Digital Transformation effort to provide big data analytics services focused on Digital data management and transformation services
- Providing leadership and consultation on the Internet of Things (IoT) and Digital Transformation for two of the largest ExxonMobil's business units, defined Digital Strategy roadmap resulting in game-changing business outcomes that provided clear and measurable value
- Reduced operating expenses >40% by leading cost-benefit analysis of 250 business systems and creating a cost allocation model for system rationalization
- Won multiple awards for timely and quality roll-outs of mission critical program and technology implementations impacting multimillion dollars in revenues and realizing huge cost savings
- Developed strong Analytics, MDM and Data Governance (DG) practices, stakeholder relationships, new opportunities, resources, and centers of excellence for MDM and DG practices

Microsoft Corporation: 05/2014 – 03/2015

*Director - Digital Transformation – O&G; US*

- Executed enterprise Analytics, MDM and data governance strategies in line with the organization's business strategy and objectives, established the Data Governance Council, its vision and direction, oversaw the creation of MDM and data governance policies and standards, defined and implemented MDM and Data Governance management tools
- Led Information Management platform strategy effort (MDM, DG, BI, Analytics), including but not limited to vendor identification, platform price points, use cases development, existing analytics capabilities and resource hiring
- Led the corporate analytics initiative to centralize an enterprise-wide reporting system to resolve multiple disparate data sources in the company and inability to access business critical data in a timely fashion due to

- the lack of executive dashboards
- Created a central single version of truth for all reporting needs for the organization, the system provided real time information to consumers
- Defined data governance and Enterprise Data Warehouse (EDW) governance teams' roles and responsibilities identified stewards and led the creation of BI Competency Center (BICC)
- *Marathon Petroleum, OH*: Designed strategic plan for roll-out of Digital Revenue Monitoring platform, technology transformation for client delivery and revenue management functions of 29 regional Marathon offices resulting in organization-wide platform deployment achieving 20% reduction in waste, 30% increase in customer satisfaction, 10-days decrease in billing cycle, 20% reduction in account payables and effective state and federal grant compliance

ExxonMobil Corporation: 10/2009 – 04/2014

Senior Manager – Digital Transformation Services Group; Spring, TX

- Conceived and executed Go-to-Market plan for digital, big data and analytics services platform resulting in service and collateral design, budgeting and execution of a \$40M business contract
- Collaborated on development of ExxonMobil's digital customer onboarding platform encompassing market assessment, implementation plan, governance structure, payment transformation strategy, and payment risk model leading to the execution of a \$20M contract
- Led design and delivery of solutions within the context of the available infrastructure taking into account scalability, availability, reliability, stability, security, and performance with the goal to maximize the value from the organization's Data and Analytics technology investments.
- Led BI architecture, provided leadership for development and maintenance of enterprise data model and master data & metadata repository; security and presentation layer architecture using MicroStrategy and Birst; integration architecture using Data Stage & SSIS; database architecture using Teradata, Greenplum, Hortonworks and Hadoop
- Worked with executives, subject matter experts, and designated data stewards to develop and maintain a comprehensive corporate glossary and a complete list of corporate Key Performance Indicators (KPIs), along with the precise data definitions underlying each KPI.
- *Delivery and Payment System Changes* - Spearheaded analytics-based delivery system transformation while implementing customer delivery redesign, and roll-out
- *Business and Technology Plan for Ministry of Mines and Energy, Brazil* – Architected Investment Roadmap including technology and business plan for commercialization of ministry's technological products (e.g., e-Billing, Portals e-Invoicing, etc.) across ministry's multiple locations and ministry's affiliates and partners.
- *Strategic Business Transformation Initiative* - Advised an ExxonMobil's partner on transformational changes to reduce \$100M operational cost, and designed a 5-year strategic roadmap focused on data analytics, process improvement, and collaboration initiatives
- *Technology and Operations Transformation* – Facilitated requirements for a \$60M transformation program for ExxonMobil, addressing cost savings through shared services, and recalibration of technology vendors across the customer value chain including carve-outs and all lines of business

Dell Inc.: 05/2004 – 10/2009

Senior Associate – Business Intelligence; Boston, MA

- Led the implementation of a Business Intelligence solution for Dell, created data management policies, developed ETL, ODS, data warehouse, data marts and reporting environments
- Created a Business Intelligence solution transforming stove pipe systems into an open and shared data warehousing environment, developed data stewardship program establishing metadata registry ownership
- Designed the data warehouse, business intelligence platform, processes for data ownership, security and new dimensional data model to create an enterprise data integration platform
- Created data governance and privacy policies specifying contract implementation, defined accountability procedures governing data access, processing, storage, retention, reporting and auditing measuring contract compliance

---

## EDUCATION AND PROFESSIONAL AFFILIATIONS

- **BS**, Information Systems Engineering, University of Westminster, London, UK, 2000 - 2004