

KAPIL MEHTA

Greater NYC | +1 646 647 4290 | kapil_mehta@yahoo.com | www.linkedin.com/in/kapil-mehta/

EDUCATION & DEVELOPMENT

Master of Business Administration

Ivey Business School, UWO, Canada

Bachelor of Technology

Indian Institute of Technology, BHU - India

Udemy Certificate

Machine Learning for Managers

SKILLS

- Large-Scale Deal Management & Integration
- P&L Management and Growth
- GTM & Client Acquisitions
- Strategic Business Development
- Executive Stakeholder Engagement
- Cross-functional Team Leadership
- Strategic Partnerships & Alliances
- Innovation, Deal Shaping & Negotiations

SUPPLEMENTARY EXPERIENCE

Investment Banking Institute Business Development & Practice Consultant

Toronto, Canada | 2008 – 2009

- Conducted valuations: comparable company analysis, precedent transactions, and DCF.
- Built financial models: integrated financial statements, LBO, and accretion/dilution merger models.

PROFESSIONAL SUMMARY

Dynamic executive with 20+ years of experience leading \$100M+ deals, driving business growth in complex portfolios, and transforming organizations in BFSI.

Proven expertise in managing deals from origination to integration, building C-level relationships, and leading large global teams. Skilled in developing GTM strategies, sales compensation plans, and strategic alliances to empower front-line teams, drive new client acquisitions, and expand market presence. Expert in new client acquisitions, account planning, and account-based marketing initiatives, with a focus on market expansion. Adept at leveraging a strong technology background, cross-functional experience, and deep domain knowledge to create business opportunities in digital transformation and business process reengineering.

REPRESENTATIVE CLIENTS & PURSUITS

- **Key Clients:** UBS, CS, RY, MKTX, BX, AMTD, GS, PRU, RF, MET, Bridgewater Associates
- **New Logos:** BR, CS, Refinitiv, MS, PNC, BMO, BLK, NDAQ, DB, PRU, PRU Investments, AIG, RF, Mohegan Sun
- **Strategic Pursuits:** VNGD, CG, Invesco, GS, Citi, JPM, BNP, BAC

PROFESSIONAL EXPERIENCE

Managing Partner-Advisor, North America, 2023 to Till Date

BizAcuity Inc. - New York, NY

- Led acquisition of first U.S. client for AI SaaS platform, establishing presence in North American market.
- Promoted platform to secure strategic advisers and partners, enhancing product-market fit and driving innovation.
- Revitalized client engagement strategies, driving satisfaction and retention across North America.

Principal, Head of Capital Markets, 2020 to 2023

Zensar Technologies - New York, NY | FY 2021 Revenue ~ \$500M

- Built local North American P&L from zero to \$10M and pipeline of over \$50M.
- Acquired marquee clients such as Broadridge, Refinitiv, and Credit Suisse.
- Drove adoption of emerging digital solutions, including blockchain and AI/ML technologies, strengthening relationships with clients and analysts.
- Awarded Mentor of the Year for FY 2022, demonstrating commitment to developing talent across organization.

Vice President, Head of Financial Services, 2016 to 2019

Iris Software - New York, NY | FY 2019 Revenue ~ \$200M

- Consistently delivered over 35% YoY growth, expanding P&L from ~\$14M to ~\$40M in under three years.

ADDITIONAL EXPERIENCE

Infosys Technologies Ltd.

Account Manager, Mellon Inc.

Fort Lee, NJ | 2003 – 2005

- Grew P&L by 30%, from \$3M to \$5M and expanded business lines within 15 months.

Various Global Delivery Roles in IT Services firms in US/India

1998 – 2003

- Delivered IT services projects across global locations, ensuring high success.

RELATED ACHIEVEMENTS

• **Panel Discussion Leader:**

Participated in discussion with top U.S. asset managers on the impact of disruptive technologies like blockchain in asset management.

• **Authored Strategy White Papers:**

Published influential white papers for North American banking industry, including "*From Sourcing to Analysis: Optimizing Procurement*" and "*Reincarnating Your Workforce as an Asset*" (2006).

• **University Squash Team**

Leader: Led team to national level, awarded Most Valuable Player.

INTERESTS

- Wellness (Spiritual, Mental, and Physical)
- Golf (Learning, Playing, and Coaching)
- Squash

- Established and grew Canadian operations, achieving annual run rate exceeding \$10M from two top-tier capital markets clients.
- Transformed North American operations, shifting client perception from traditional services provider to high-caliber global consulting firm.
- Hired team of client partners, hunters, delivery directors, practice leaders, and offshore delivery managers, driving business growth.

Senior Client Partner, North America, 2011 to 2016

Cognizant Technology Solutions - New York, NY |

FY 2016 Revenue ~ \$10.25B

- Managed P&L of ~\$100M, including ITO, BPO, and Infrastructure Services for global full-service bank, driving growth in Wealth Management and Investment Banking sectors.
- Led North American operations for one of the top three large BFS accounts, driving strategic initiatives.

Senior Client Partner, Capital Markets Portfolio

- Led team of Account Executives and Managers to develop growth accounts and lead new-logo pursuits, securing deals with Total Contract Values ranging from \$5M to \$150M.
- Managed P&L of ~\$50M across Capital Markets accounts, achieving 50% year-over-year revenue growth.
- Secured noteworthy new logos, including top asset management firm, equities exchange, and leading global investment bank (sell side).

Account Director, Credit Suisse & Investment Banking

- Booked \$13M in new business in first year, doubling front office P&L to \$25M (100% growth in FY 2011).
- Led sales cycles for complex initiatives on Dodd-Frank compliance (SEF Connectivity, Regulatory Reporting), Test Env. Mgmt., and Inventory Mgmt., ensuring alignment with client regulatory requirements

Regional Sales Director BFS, Eastern US, Canada, 2009 to 2011

Hexaware Technologies - Eastern US, Canada |

FY 2010 Revenue ~ \$260M

- Acquired and onboarded three new clients, driving revenue to \$10 M within first 15 months.
- Directed launch of vertical sales in US, developing go-to-market (GTM) strategy, establishing partnerships with Independent Software Vendors (ISVs), and aligning marketing initiatives with sales processes.

Business Development Director, Banking Industry, North America, 2005 to 2007

SAP Americas - Philadelphia, PA | FY 2007 Revenue ~ \$10.2B

- Specialized in managing large, complex sales cycles, securing new license sales of \$2 million and leading deals averaging \$20 million.
- Developed and implemented GTM strategy, doubling sales pipeline to \$30 million for Americas.
- Directed all business development efforts for ERP suite, including sales planning, competitive positioning, field marketing, and partner ecosystem.