30+ years of global experience in market strategy and business development, 20 of them in opening and building new markets in the USA for IT consulting and project services.

* First employee for NIIT, Zensar, Kumaran Systems and Tranzxn, leading new market growth in Malaysia and USA.
* Won new clients for each employer delivering new business annually.
* Built teams: In Tranzxn, leading 4 hunters/sales managers and grew clients to a $ 12 million annual run rate.
* Held simultaneous responsibilities of Business Development/ Growth and Program Management.
* Sold/covered across verticals: Federal Government, Finance/ Insurance, Healthcare and Retail, winning business with US Deptt of Agriculture (USDA) and its agencies, US Deptt of Health & Human Services (HHS) and its agencies, US Deptt of Energy (DOE), US Social Security Administration (SSA) Wells Fargo, US Bank, BB&T, Best Buy, Target, and US Postal Service (USPS) and others.
* Large Account Management/ Capture and Program Management in Fed Government and Commercial sector.
* Built close relationship with Senior Management/ CXO-Level of Federal Government and Commercial Companies and Integrators.

**PROFESSIONAL DETAILS**

1. **2021 – Present: Arch Systems, Vice President, Business Development/Growth/ Capture**

Responsibilities involve leading a team for the FedCiv Sector, with a focus in: Account Management/ growth in USDA and DHS, and Business Development/ Capture Management in HHS and Treasury.

* **Account Management / Growth / BD:** a)Guideoverall strategic growth and penetration for USDA, DHS and HHS at the department level and its individual major agencies: USDA (Forest Service, FPAC, FNS, FSIS), DHS (USCIS, ICE, CBP, FEMA), and HHS (CMS, NIH, FDA, HRSA); b) Initiate/ process for building pipeline for 12-24 months, capture plan for the current year; c) Help targeting and building key C level relationship at Fed Agencies; d) Researching / teaming / partnership with key vendors; d) plan and implement client relationship development in USDA, DHS and HHS; e) participate, build, and support corporate strategic growth initiatives including proposal support.
* Grew business in CMS account by winning a contract award within the first 3 months utilizing a current vehicle and expanded the scope and revenue of the contract.
* Helped win an IDIQ contract at NIH within 6 months.
* Planned and implemented strategies to build new business prospects in FNS, USDA and shaped the opportunities through Proof of Concepts.
* Executed capture strategy to spread into new agencies under USDA (OCIO, Forest Service, FPAC, FNS), built plans for new business in 2023.
* Implemented penetration strategy in DHS and its agencies, developed relationship with the program and contracts offices; researching and teaming, guided the team to the last stage.
* Plan strategic initiatives to bring in Department/ Agency level Senior Leadership relationships for recognition and credibility.
* Researched technology trends and brought in new technology partnerships: Databricks, UiPath, Salesforce, ServiceNow. Built service business and past performance through technology partnerships.
* Continued to foster and bring forward teaming partnership with McKinsey, Accenture, Deloitte SAIC, Guidehouse and many others as needed.

**2. 2016 – 2021 (5 and half years): SNAP, Inc, Director, Business Development/Growth/ Capture Management, and Program Manager**

Responsibilities include primarily in three areas: Account Management/ Capture Management for US Dept of

Agriculture (USDA); Business Development/ Capture Management for HHS (NIH, FDA, CMS); and Program

Management for NASS-USDA.

* **Business Development/ Capture Management: a)** Overall growth strategy development and capture for HHS and its agencies (CMS, NIH, FDA, HRSA, ACF and others) and USDA and its agencies (NASS, FSIS, FAS, FNS, APHIS and others); b) identifying and building pipeline for 12-36 months; c) developing key C level relationship in the Fed Agencies; d) identifying and developing teaming/ partnership with key vendors/ integrators; d) develop new client relationships in HHS and USDA which has addressable opportunities; e) support corporate business development, strategy and capture management to include proposal, plans and other ad hoc assignments.
* **Account/ Program Management:** Successfully developed and maintained relationships in NASS-USDA with a deep understanding of client business processes, challenges, and opportunities. Introduce SNAP vehicles and guide and consult with client on contracting issues.
* Grew business in NASS account by maintaining the current projects and bringing in additional multi-million-dollar business.
* Captured and built new business in FSIS, USDA, won two contracts in 2020 and one in 2021.
* Executed capture strategy to spread in new agencies under USDA (FNS, APHIS), built plans for new business in 2021-22.
* Worked out penetration strategy in HHS and its agencies, identification, capture, teaming, client relationship and taking them to proposal submission and down-selected to the last stage.
* Brought in new technology partnerships with SAS, Salesforce, ServiceNow, Pega and UiPath.
* Orchestrated and built teaming partnership for capture with Accenture, Deloitte SAIC, Octo and many others as needed.
* Built trust and confidence with government stakeholders by promoting SNAP brand and capabilities to receive directed awards.

**3. 2004 – 2016 – Tranzxn Inc., EVP / Co-founder**

Responsible in leading revenue growth through outsourced and consulting services and operation.

* Won business with Wells Fargo, US Bank, and BB&T in Finance/ Insurance vertical; Best Buy, Target Corp, Carlson Marketing in Retail: UHG, CareFirst, Aduro, Horizon Pharma in Healthcare; and Dept of Energy, USPS, Social Security Administration in US Fed/ Quasi-Fed Government.
* Grew company’s revenue to $12 M at peak. Led a team of 4 sales managers and a 60-member technical/ development team, both onsite and offshore.
* Developed partnership with SAS, Hyperion and Microstrategy. SAS partnership yielded business line of $3 million.
* Played key role in conceptualizing and developing a Predictive model solution for Healthcare Provider.
* Built partnership with Avaya Federal for IDIQ Contract TIPSS-4 (For Treasury Dept. / IRS), becoming their exclusive Business Analytics partner.

**4. 2003 - 2004, Columbia, MD – Advisor – Sales & Marketing for IT services**

* Led sales and marketing growth of the company including business development for Software projects (Off-shore) and on-site consulting business. Verticals focus: Finance/ Insurance and Healthcare.
* Grew the business from $.5M to $2.5M in two years for both onsite and offshore.

1. **2001 – 2003 – Zensar Technologies (Fujitsu) – Director Sales – BFSI verticals**

* Won business with Capital One and Sandy Spring Bank - $1.5M in one year.
* Led the team of 2 sales persons and built the business for our MissionPlus line of Service to provide outsourced IT Solutions and application management services for off-shore (including application development, maintenance, migration, and web-integration).
* Initiated and developed strategic business relationship with IBM.

1. **2000 – 2000 – Adroit Software and Consulting – Vice President**

Directed, planned, coordinated and implemented domestic and offshore business strategies to achieve dual-shore project goals. Led a team of marketing/ project teams and successfully helped build the offshore center in India.

1. **1999 – 2000 – Kumaran Systems – Regional Director – US East Coast and Mid-East**

Started and managed Software Product sales, Services and Consulting in Federal Government and Commercial Sector. Grew it to a $ 10 million annual business (licenses support, consulting) and to a 12 Sales and Pre-Sales team.

1. **NIIT Ltd (1994 – 1999)**

* **1997 - 1999– Divisional/ Business head – Software solutions - Malaysia**

Started the country operations for Software Solutions business and grew the business to $2.5 million in the first year of operation. Scaled to 3 member sales and 50 member onsite/ offshore team delivering outsourcing projects.

* **1996 – 97 Divisional Marketing Manager - International**

* **1994 – 1995 Regional Geography Head – Northern India**

1. **1992 - 1994 – Regional Head, Northern India – Wipro Infotech Ltd**
2. **1986 - 1992 – Regional Sales/ Channel Manager, Eastern India – Pertech Computers Ltd (PCL)**
3. **1985- 1986 – Territory Manager – HCL Technologies**

## **EDUCATION**

1. MBA (Major in Marketing) from University of Calcutta.
2. Post-graduate in LAW - LLB Degree from University College of Law, Calcutta University.
3. BA (Political Science Hons) from St. Xavier’s College, Calcutta University.