



Consistency trumps short-term Intensity

Bruce Lee

Sujay Shivram · 3rd

25 Years Experience | T Leader | Incubating the Future | Ex-Entrepreneur | Ex-Microsoft

Bengaluru, Karnataka, India · [Contact info](#)

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About

IT professional with 24+ years of experience in top-notch IT product and service companies which includes Microsoft, Wipro and Infosys. Experience building a startup from scratch as a co-founder in the Ed-tech Space. Proven track record of building and maintaining successful products and applications in diverse domains like Healthcare, ENU and Education. Experience with consulting clients on Tech Strategy and leading Innovati...see more



Top skills

Analytical Skills · Program Management · Innovation Management

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Experience

**Wipro**

Full-time · 4 yrs 8 mos

- Director Horizon Program**

Sep 2023 · Present · 1 yr

Bengaluru, Karnataka, India · Hybrid

- Helped Prepare a strategic roadmap to build a \$100M ARR and \$1B portfolio in 3 years.
 - Conceptualized and organized "Pitch Day Program" thereby achieving an 50 fold increase in bu...

...see more

**Analytical Skills, Communication and +9 skills**
- Director Domain Strategy**

Jul 2022 · Sep 2023 · 1 yr 3 mos

Bengaluru, Karnataka, India

- Built technology strategies and practical use cases for Top Tech Themes across Business lines
 - Published emerging technology POVs and white papers initiating Primary research. 2 POVs help...

...see more

**Analytical Skills, Strategy Formulation and +7 skills**
- Practice Head- HLS Products**

Jan 2020 · Aug 2022 · 2 yrs 8 mos

Bengaluru Area, India · Hybrid

- Built POC for Pharmacovigilance automation solution. The full product helped internal BPO teams save ~30% effort. Led ideation and development of other Healthcare IT product POCs that included Ir...

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**Consultative Selling, Product Management and +14 skills**

**Cofounder and Director**

23.4 Degrees Education Pvt Ltd · Full-time

Feb 2015 · Jan 2020 · 5 yrs

Hyderabad Area, India

- Co-founded the startup, contributing to its rapid growth from scratch to helping 24,000 students across 50+ schools across India improve their learning outcomes. Was responsible for Tech Product ma...

...see more

**Entrepreneurship, Consultative Selling and +10 skills**

**Associate Practice Partner**

Wipro Infotech

Nov 2012 · Apr 2015 · 2 yrs 6 mos

Pune

- Helped the CIO of a leading airline in Saudi Arabia arrive at strategies to move the CIO Org towards a profit center model. Was parallelly responsible for account mining and pre-sales for Wipro Consulting..

...see more

**Consultative Selling, Analytical Skills and +9 skills**

**Asst Vice President- Mindspark Development**

Educational Initiatives Pvt Ltd

Nov 2010 · Nov 2012 · 2 yrs 1 mo

Ahmedabad Area, India

Led teams to develop a more intelligent product that adapts to individual children's needs by working with schools and internal teams on academics and IT requirements

**Analytical Skills, Long-term Vision and +1 skill**

**Delivery Manager**

Mahindra Satyam

Dec 2007 · Nov 2010 · 3 yrs

- Helped the company renew a \$40M portfolio engagement by successfully delivering on the maintenance and enhancement of a portfolio of 100+ applications for an oil major...

...see more

**Analytical Skills, Communication and +9 skills**

[Show all 10 experiences →](#)

Education

**Indian School of Business**

MBA, Marketing, Finance

2001 · 2002

**Osmania University**

Bachelor of Engineering (B.E.), Mechanical

1991 · 1995

Licenses & certifications

**Communicating with Confidence**

LinkedIn

Issued Jul 2024

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**Communication**

Skills

Risk Management

 4 experiences across Wipro Limited and 3 other companies

IT Business Strategy

 3 experiences across Wipro and 1 other company

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Recommendations

[Received](#) [Given](#)

**Srikanth Appana** · 3rd

CTO || Technology Strategist || Turnaround Specialist

May 17, 2024, Srikanth reported directly to Sujay

I had the pleasure of working closely with Sujay at Microsoft for about 3 years. I saw him as a very practical and sensible leader, who could handle the interest of a variety of stakeholders. He was adept at getting into the details of day to day operation issues while keeping a sharp focus on the Strategic direction of the broader team. He was an exceptional Program Lead and significantly contributed to the quality and growth of the teams in Microsoft India. I have been in touch with him over the years and strongly recommend him for any leadership positions without hesitation

Regards...

...see more

**Vinay Chousalkar** · 3rd

Business Strategy Leader | Ex Entrepreneur | Sales & Product Specialization | Account Director, Microsoft

#Healthcare #Strategy #Product #Sales

April 9, 2024, Vinay worked with Sujay on the same team

I had the pleasure of working closely with Sujay for more than 4 years as a co-founder in my startup. He has been an incredible leader and partner in the start-up journey. Sujay's ability to handle uncertainty, to quickly and effectively adapt to rapidly evolving scenarios, strategic thinking and team building skills stood out. He brings an amazing stability, and his reliability is a huge asset to the team. In addition to being a co-founder, I have known Sujay as a friend for over 30 years. He is an incredible person to have in any team. I highly recommend Sujay for any leadership role or opportunity.

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**Cathy Hackl** · 2nd

Senior Tech, Gaming, Innovation Exec | Spatial Computing, AI Wearables, Virtual Worlds, AI Agents| Speaker | Futurist | Pod TechMag| Board Member | XR | Ex: AWS, Magic Leap, HTC

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**Kiran Mazumdar Shaw** · 3rd

Executive Chairperson, Biocon & Biocon Biologics

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**Kumar Swaminathan**

PMP,CSM,ITILv3(F)

3rd+ Program Manager at Wipro Technologies

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**Nikhil Sood** · 3rd

Senior Strategy Manager @ Wipro Lab45| Wipro's...

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**Poonam Pawar** · 3rd

Tech Strategy and Product Management, Wipro | MBA,...

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**Kumar Reagan (Singh)** · 3rd

Senior Business Development Manager at Wipro Limited |...

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People you may know

From Sujay's company

**Vijay Parihar**

Web Developer specializing in frontend development at...

[Connect](#)

**Tarun Vazirani**

Senior Partner and Head of Advisory, Cybersecurity and...

[Connect](#)

**Pooja Singh**

Senior account executive

[Connect](#)

**sahana S**

Azure Data Engineer | Azure Data Factory | Azure...

[Connect](#)

**RANJITHA C K**

Azure Data engineer at Wipro

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