

Nitin Anand

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Summary

- Industry technology leader reimagining and reinventing the ways of working for fortune 500 companies to grow business capabilities through data, tech, and AI digital sales, software platforms, and services.
- Skilled in building sustainable business partnerships with CXOs, senior leadership, and building alliances to drive core enterprise goals from concept to completion and free up working capital.
- Experience heading innovation led growth and GTM strategies, with a demonstrated track record of scaling business for various segments across hi-tech, manufacturing, consumer goods, retail, healthcare, semiconductors, distribution, and supply chain.
- Impressive background implementing programs, building, and mentoring next generation global teams, designing, developing, and delivering innovative tech solutions, pioneering applications with AI first engineering, Intelligent Process Orchestration, Data, Analytics, and other digital transformation initiatives.
- Adept at managing P&L, operating margins, and driving revenue targets.

Experience

SVP, Client Services, Hi-Tech | WNS | Oct 2024 – Present

WNS Holdings Limited (NYSE: WNS), is a leading Transformational Services company. Combining deep industry knowledge with technology, analytics, and AI expertise to co-create innovative, digital led solutions for 400+ global clients across multiple industries.

- Managing the overall client relationship for a cluster of hi-tech account's entire spectrum of services in the data-tech-AI value chain, finance and accounting, supply chain, procurement, customer experience and analytics leveraging collaborative models that are tailored to address the unique business challenges of each client.
- Responsible for driving growth of \$50M+ accounts; identifying, closing, and delivering data, technology, AI and digital operations opportunities and large managed services engagements.
- Sourcing new growth opportunities, evangelizing services, and looking for areas to add value to client's business, aligning the team necessary to engage with the opportunity and pursuing to completion.
- Leading account planning and strategy, focusing on factors that impact P&L and contract performance to drive improved outcomes.
- Acting as an advocate and trusted advisor, ensuring that solutions are tailored to address core business challenges and deliver value by leveraging WNS' expertise and capabilities.

AVP, Client Relationship, Digital Transformation, and Business Development | Genpact | Aug 2021 – Oct 2024

Genpact (NYSE: G) is a global professional services and solutions firm delivering outcomes that shape the future. With 125,000+ resources across 30+ countries, driven by curiosity, entrepreneurial agility, and a desire to create value for clients.

- Data, Tech, and AI leader establishing and cultivating sustainable business partnerships with clients in Hi-tech, Manufacturing, and Media. Specializing in crafting digital transformation value propositions that encompass engineering, implementations, IP (Cora), workflow orchestration, and platforms including SaaS, ServiceNow, HighRadius, Blackline, Anaplan, Salesforce, Celonis, RPA, process mining, Cloud, Kinaxis, and integration.
- Owning responsibility over tech services within the \$130m+ Google relationship, aggressively scaling business capabilities in North America, UK, EMEA, and APAC regions with consulting engagements in Google Cloud, Corp Engineering, Supply Chain, Financial Planning & Analysis, and Customer Care.
- Cultivating digital-led innovation and ideation to enable cutting-edge emerging technology implementations and processes improvements to solve complex business problems.
- Driving sales cycles through RFIs, RFPs, proactive bids, account management, and SOW construction.
- Exceeding revenue targets, maintaining forecasts, and crafting pricing models increase profitability.
- Manage and develop pipeline, mining, farming, and hunting activities to identify opportunities in defined key accounts such as Wesco, Lam, Intel, Hilton, Amazon / Zoox, Disney, CDK, Dentsu, Sony Playstation, and others.
- Heading strategic commercial ops, delivery strategy / governance, and track project performance against goals.

Group Senior Manager, Apple, Hi-Tech and Manufacturing Growth | Infosys | Mar 2018 – Jul 2021

Infosys (NYSE: INFY) is a global leader in next-generation digital services and consulting. Enabling clients in 50+ countries to navigate their digital transformation. With over three decades of experience in managing the systems and workings of global enterprises, Infosys expertly steers clients through their digital journey.

- Business anchor for Apple's Corporate Finance Global Data Center \$30m+ portfolio with responsibility over the HR, Finance, and Enterprise Applications' growth, delivery, staffing agility, operational excellence, end-to-end products and promoting services to enhance streamline business functions.

- Leading technology services and consulting to execute strategies for digital transformation from engineering to knowledge management, business process management, and application development.
- Focused on mining opportunities, volume / revenue growth through farming, crafting RFPs, preparing SOWs, dealing with escalations, per-capita cost, attrition, and handling business sales projections.
- Heading proposal, sizing, road mapping, through execution and providing state-of-the-art, high-quality solutions focused on the customer's business needs.
- Overseeing an account of 200+ innovators across the globe, industries, and technologies.
- Building and managing teams, gathering requirements, producing UX wireframes, creative direction, scheduling assignments, monitoring and reviewing deliverables to ensure successful implementation.
- Core member mentoring the team in the culture of learning through reskilling, where teamwork and collaboration are encouraged, excellence is rewarded, and diversity is respected and valued.

Director, Digital Sales & Operations Planning | Southern Glazer's CA | Nov 2000 – Mar 2018

Southern Glazer's Wine & Spirits is the world's pre-eminent distributor of beverage alcohol, and \$20 billion+ privately held firm. With operations in 44 states, the District of Columbia, and Canada.

- Spearheaded S&OP, covering \$4+ billion in annual sales forecasts, grew business, and optimized inventory 6% saving the firm over \$300 million.
- Responsible for leading the digital transformation including migration from legacy platforms to cloud, designing, developing, analytics, and deploying the digital platform strategy to manage all aspects of commercial sales planning, budgets, and demand-based forecasting via E2Open, JDA, SAP, MDM, B2B, and TMC integration.
- Grew B2B / eCommerce channel business from \$14k to \$70+ million annually within 3 years.
- Oversaw all aspect of multimillion-dollar MDM, NIR, EDW, and DAM initiatives to serve online sales and goals.
- Created architecture for Topaz, a sales force order entry software which brought in \$20 million/day.
- Drove insights for supplier partners: Diageo, Constellation, Suntory Beam, Pernod, Treasury, and more.
- Directed consumer trend analysis for retail giants: Costco, Walmart, Trader Joe's, Target, Albertsons, Smart & Final, Total Wine & More, Chili's, CVS, and more.
- Formed design and development teams, managed partners, vendors, and internal divisions on omni-channel marketing, intranet, and product lifecycle management.

Digital Media & Design Consultant | NitinAnand.com | Freelance

- Managed business partnerships with vendors and clients, drove proposals, SOWs, and business requirements.
- Designed and developed interactive omni-channel solutions for brands: The Marketing Arm (Bacardi, Grey Goose, HP, Walmart, State Farm, Tostitos, AT&T, Bath & Body Works, Nintendo, Willy Wonka, JCPenney, Monster, NFL, Dallas Cowboys, Bank of America, Victoria Secret Pink), M&H Uniforms, Tippet Studio, Stadium of the Future (MLB A's, Cisco), RingCentral, 5th Finger's Joseph A. Bank Tuxedo app and GlaxoSmithKline's app, ZScaler design, Chrysler, Jeep, Qualcomm, Sprint POCs.

Volunteer

Advisory Council Member | California State University East Bay | Aug 2021 – Present

- Member of the Transformative Leadership in Disruptive Times Education Advisory Council.
- Created "The Anand Family Award" (scholarship) to help students secure an education.

Education

BA Multimedia & Design

California State University, Hayward (East Bay)

Certifications: UiPath Sales and Pre-Sales RPA | eCornell: Becoming a Powerful Leader | Harvard Business: Manage Mentor, Customer Focus, and Leveraging Your Networks | Lean Six Sigma Green Belt | Google Badges

Skills: Business Development, Account Management, GTM Strategies, Sales, Budgeting, P&L, RPA, IBPM, Automation, Project / Product / Program Management, MS Office Suite, GoogleCloud, Omniplan, KPI, Agile, Scrum, Waterfall, SDLC, Process Management, UI / UX (Adobe Photoshop, Invision, Sketch, Balsamiq, Wireframing, Angular, React, HTML5, CSS3, JavaScript, iOS, Swift), S&OP (E2Open, SAP, AS400, Kinaxis, JDA), Development (Java, Spring, Oracle, Mongo), Analytics (Google Analytics, WebTrends, Business Objects, Tableau, A/B Testing), Systems (MDM, Drupal, DNN, SharePoint, SEO/M), Art (Illustrations, Sculpting, Design). Background in building retail & restaurants, designing, developing, and consulting. **Fluent in English, Hindi, with some Spanish and Punjabi**

References **Available upon request.**