

Professional Profile

Mr Sanjay Srinivasmurthy

Director, Silicon Rd, Mysore

### **Education**

**Executive Management Program from SDM-IMD (Mysore)**

**MS (Mechanical Engineering) from University of Wisconsin (USA)**

**BE (Mechanical Engineering) from University of Mysore**

Business-Focused Technology Executive with 24+ years of experience in Retail, Airlines, Engineering and Manufacturing verticals; Expertise in planning and executing multi-million dollar transformational development initiatives across a wide variety of business functions; Successful track record of process & operational excellence and superb delivery, consistently adding corporate and organizational value through successful delivery targeted at critical initiatives. Proven leader who establishes and maintains effective business partnerships with key leaders across all areas of the business. Successfully led agile transformation at an organization level.

**Key Experience Areas:** - IT Service Delivery - IT Strategy and Planning

- Digital / Agile Transformation

- Business Development & Pre-sales - IT Governance and Business Alignment - Business Area / Portfolio Management - Leadership and Talent Development - Diversity Leadership | Mentoring - Privacy | Audit | Compliance - Retail Financial Management - Vendor Management | Contract Negotiation

### **Key Accomplishments**

Lead Digital / Agile Transformation for the India studios in collaboration with Global Community Managers and Guild Masters

Develop and maintain Senior Executive Partnerships across all Retail Clients

Lead IT Service Delivery for Retail Clients – ~ 70 million dollars in annual revenue

Incubated Products Division, Delivered Retail Products & Solutions in the area of Merchandizing and Assortment Planning, Vendor Management & Promotions, POS Analytics and Proximity Based In-Store solution. Custom Application Development, Operations, Monitoring and Support services to retail clients such as Macy's, Genuine Parts Company, Kohl's, Belk Department Stores, Bealls Inc., Hudson Bay, and others.

Deliver Development and Support services for e-commerce business for Estee Lauder, Bealls Inc. and other online retailers

Support IT Service Delivery and Digital Development sales processes as needed.

Strategic Account Management