

Sanjiv Patankar

Associate Vice President – Emerging Technologies

Accomplished Senior Management Professional with **19+ years** of comprehensive experience in IT. Managed large Business Units / Practices with **P&L responsibility**. Experience of managing multiple large customer accounts. Expertise in Crafting Business Strategies, Product Development, Program Delivery, Business Development and Consulting.

- Incubated a new Business unit from scratch at **Vodafone** as **AVP & Head – Emerging Technologies**. Setup large Design, Development & Operations teams for Emerging Technology Products and Services catering to millions of customers. Setup **BigData/ Analytics COE**
- Worked as **GM & Head** of Consumer Business Applications at **Ericsson**. Product development, installation/ integration in Consumer and Enterprise space. Developed **customer data analytics solution** for Pricing, Complaints and service feedback.
- **Practice Lead** for Portals with **DW/BI & Systems Integration** responsibility at **Infosys**.
- As **Engineering Manager at IBM India Software Lab (ISL)**, Managed Product Strategy, Development, Architecture and Support for **WebSphere Portal Server**.

Career Highlights

- ✓ Developing & Managing Products that generate **500M+ Euro** revenue.
- ✓ **Setup the entire Business Unit with 150+ Team Members in 6 months.**
- ✓ Managed **P&L of 80M+ USD** and Teams of **300+** professionals
- ✓ Managed **Fortune 100 clients** in EMEA, NA, and APAC.
- ✓ Extensive experience in **BFSI, Telecom, Retail / CPG and Healthcare** verticals.
- ✓ Key contribution to BD/PreSales, Innovation, Process Improvement & Operations

Qualification

- **B.E. (Mechanical)** from M.I.T., University of Pune in 1995
- **P.G. Diploma in Business Administration** from **Warwick Business School, UK**.

Work experience

- ❖ **Vodafone (Pune)** – Jan 2014 till date
Assoc. Vice President (Emerging Technologies)
 - Setup a new Emerging Technologies BU with 150+ professionals in 6 months
 - Responsible for Product design & development for **Cloud, Content Delivery, MWallet**, Mobile Security, M2M & NFC generating **500M + Euro revenue**
 - Setup **COE for BigData/ Analytics** with focus on consumer, social and CDR data to analyze customer sentiment and behavior analysis.
 - Managing entire Europe & Africa regions from Demand Mgmt to Operations
 - Incubating Enterprise products for Healthcare, Retail and Banking
- ❖ **Ericsson India Ltd. (Gurgaon)** – May 2011 till Dec 2013
General Manager & Head (Consumer Business Applications - CBA)
 - Managed delivery team of 250+ software engineers, system integrators, Project/Program managers, Solution Architects and Consultants

- Responsible for Product Development, Enhancements & System Integration on Mobile Platforms on **Cloud, M2M, NFC, MWallet** etc.
- Developed new innovative solutions in **BI/DW and Hadoop**.
- Managed Customers across the world in Telecom, Banking and CPG domains.

❖ **Infosys Technologies Ltd.** (Pune) – April 2008 till May 2011

Delivery Manager & Practice Lead (Portals)

- Managed **large accounts** in **Banking and Finance, Retail-CPG and Telecom** for Portals, E-Commerce, BI/DW and Content Mgmt. practices
- Managed Delivery team of 350+ software engineers, Managers and architects
- Managed large accounts / customers with 30M+ revenue
- Responsible for organization wide strategy, alliances, marketing plans & Pre-Sales for Portals Business at Infosys.
- Developed **Center of Excellence for Portal, BI/DW and Digital Marketing**.

❖ **IBM India Software Lab** (Gurgaon) – Dec 2004 to March 2008

Engineering Manager (WebSphere Portal)

- Developed Product strategies, roadmaps and managed deliveries for WebSphere Portal Server releases with team of 50+ engineers.
- Managed large customer relationships in APAC for key IBM customers
- Strategizing, Marketing/Branding, Sales/Pre-Sales for WebSphere Portal.
- Solution Development & Innovations for WebSphere Portal and Lotus products.

❖ **Polaris Software Lab** (Gurgaon) – Feb 2002 to Dec 2004

- Managed multiple accounts and delivery teams as a **Systems Manager**.
- Program Management, Pre-Sales, Recruitment and competency development
Developed CoE for J2EE and **Investment Banking** domain.

❖ **cyberThink** (New Jersey, US) – Jan 2000 to Feb 2002

- As a **Business Analyst and Project Manager** worked with esteemed clients such as Reuters (formerly TIBCO Finance), Schlumberger and Mainstreet Networks.
- Responsible for Solution Architect, Development and Project Management.
- Extensive experience in **Oil & Gas, Networking and Finance**.

❖ **KPIT Cummins Infosystems** (Pune) – Aug 1996 to Dec 1999

- Worked as **Software Engineer/Technical Lead** on VC++, Java, VB & Oracle
- Developed first e-commerce solution for a startup in US.

❖ **Bajaj Tempo Ltd** (Pune) – Jul 1995 to Jul 1996 as **Software Engineer**

Additional Information

- Received Management Excellence award at Ericsson
- Received “Bravo” award at IBM for 2 years for excellence in Management.
- Love reading, travel and sports (Badminton, Chess & TT)

Personal / Contact Details:

Date of Birth: 13th Sept 1974

Passport No.: L7849673 (valid 10-Mar-2024)

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