

Vivek Agrawal

Atlanta, GA | 901-438-1710 | vivekagrawal1976@yahoo.com | [LinkedIn](#)

Transformative Business Technology Leader Enabling Accelerated Business Growth

Result driven, relationship oriented, innovative business and technology leader with a 25+ year track record of creating sustainable technology and consulting businesses. Established and managed business of ~400M and organizations of ~1200 people. A clear focus on establishing a vision and strategy across organization supported by collaborative and transparent processes. **Expertise** includes establishing value-based products and services, establishing sustainable revenue generating business, building top-performing teams based on individual empowerment and accountability. **Strengths** include demonstrated flexibility to adopt and drive change, proactive and resourceful mindset, network and relationship-based win-win outcomes, collaborative and initiatory spirit **Driven** by business growth.

Professional Experience

EY, Atlanta

June 2018 - Present

Big 4 consulting firm with \$40B in revenue across Consulting, Tax, Assurance and Audit services.

Partner

Sept 2020 – Present

Managing Director

July 2019 – Aug 2020

Independent Consultant

Aug 2018 – June 2019

Reporting into the sector leader (\$1B business), manage a \$400M business, lead a 500 people global organization focused on financial services/wealth and asset management domain.

- Established and grew our central consulting business to \$90M annually over 2 years. Comprising of revenue from 12+ clients, 200 people global team supporting this revenue.
- Established and managing \$100M sales, marketing and distribution business for wealth and asset managers. Comprising of revenue from 20+ clients with a global team of 400+ people supporting this revenue.
- Managing our relationship at a leading asset manager, driving ~\$50M revenue annually across strategy, consulting, tax and other services.

- Driving \$150M in alliances revenue across all our clients including Microsoft, Adobe, Salesforce, Oracle, Snowflake amongst others.
- Over the last 4 years, onboarded new business and technology leaders, created a unified culture across global teams, created market competing models to gain market share, established brand through industry analysts and alliance events.

Skava, Atlanta (Acquired by Infosys in 2015)

May 2013 – April 2018

A digital commerce platform that supported retailers like Macys, Adidas, Kohls, TCP, GAP etc. across their e-commerce, mobile phone and digital instore business.

EVP	2016 – 2018
SVP	2014 – 2015
VP	2013 – 2014

Reporting into co-founder and CEO, managed a \$120M business, 15M budget, lead a 500 people global organization focused on product development as well as consulting/implementations.

- Transformed quality of revenue from 90% services and 10% license to 72% license and 38% services revenue over 4 years.
- Business growth from USD 7M to USD 120M over 5 years
- Led Product, Innovation, Engineering, Professional Services, Operations and Sales teams through transformation, maturity and scale.
- Led (definition, market analysis and engineering) products across Mobile commerce, Digital in-store, e-commerce.
- Partnered closely with clients to establish their roadmaps, manage implementations and inform our own product roadmaps to best meet platform requirements.
- Post acquisition, worked with Infosys board to establish budgets and roadmap for the firm.
- Worked with Infosys sales and account teams to push Skava platform to existing clients.
- Led international market expansion – Australia, China, Russia and India.
- Worked with product teams to expand the ecommerce platform to other verticals – Finance, Auto, Telecommunication, CPG.

A full service digital agency focused on Fortune 500 clients. Capabilities range from strategy to experience to technology to operations and media.

Global Director, Mobile and Emerging Experiences **2010 – 2013**
Client Partner **2008 – 2010**
Other Technical Positions (Developer – Sr. Architect) **2000 – 2008**

In the last 3 years at Sapient, established and managed a digital and mobile experience capability \$40M revenue, 3M budget and 400 people business focused on digital experiences online, in-store, mobile and in-venue

- Established a global multi-disciplinary digital innovation team and delivered award winning digital commerce products for brands like Coca Cola, QVC, The Home Depot, Lenscrafters, Autotrader, New Balance, Panera to name a few.
- Managed CXO level client relationships, strategy and service delivery for key clients.
- Led team and business growth via organic growth as well through acquisitions.
- Rolled out mobile capabilities to entire firm.
- Provided leadership and management of service delivery, client management, technology and R&D teams.
- Hired and groomed leaders for global teams and setup operating model.
- Established alliances to bring technology benefits to clients.

Earlier Career History

- NIIT, India, Sr. Programmer 1998 - 2000
- Ministry of Defense, India, Programmer 1996 - 1998

Education

- Artificial Intelligence Executive Certification 2018
- Executive MBA, IT Management, India 2001
- Engineering IT, India 1997
- B.Commerce, India 1996