

Sanjeev Sinha, Ph.D.

CEO – Advisor – Chief Digital Officer – Board Member



Sanjeev is a Senior business leader with international experience, building and leading global teams to deliver outsourcing, data analytics, digital, and consulting services, to Fortune 500 clients in diverse industries.

Sanjeev earned his Ph.D. in Operations Management from the University of Illinois at Urbana. He earned his MBA from the Indian Institute of Management in Ahmedabad, India and his B.S. in Mechanical Engineering from the Birla Institute of Technology in Ranchi, India.

Highlights

- Devise and executes digital transformation strategies and roadmaps while managing complex P&L accounts.
- Guides organizations in meeting financial targets, evaluating prospective investments/acquisitions, and adding capabilities to develop new business and deliver a superior customer experience.
- Recognized mentor and coach, with experience in developing talent and leadership.
- Member of the Board and Audit committee

Professional Experience

- Grew outsourced data analytics, back-office and call center business by over 60% in 3 years after building robust teams and adding clients in the US, UK and India.
- Added \$20M in new client revenue while growing revenue from existing clients in US, Europe, Asia and Australia by over 20%.
- Led transformation from pure services organization to a productized environment, with consulting capabilities leading to higher margins and 20% annual revenue growth to \$100M target. Added new clients in U.S. and Australia.
- Championed expansion of leadership and management development programs to global locations, facilitated succession planning and identification of potential future leaders of the company.
- Developed digital and analytics services while leading a global team of 2,000 in the US, UK, Argentina, Poland, China, and India, to add new clients across Europe and Asia
- Reduced costs and identified potential \$100M revenue stream by creating new digital offerings to clients in the US, Australia, and India.

Expertise

Key Skills

- Profit & Loss (P&L) Management
- Strategic Planning & Execution
- Business Transformation
- Customer Experience
- Acquisitions & Integration
- Digital & Analytics
- Leadership Development
- Coaching & Mentoring
- Analytical Skills
- Critical Thinking
- Problem Solving
- Communication Skills