

# MOHAN KANCHARLA

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## ACADEMIC CREDENTIALS

**EDUCATION.** Bachelor of Computer Science & Engineering, Andhra University.

Post Graduate Diploma in Management, IIM Calcutta.

Doctorate in Business Administration (Research Scholar) at Swiss School of Business & Management

**EXECUTIVE EDUCATION,** "Generating Business Value from IT" MIT Sloan School of Management.

"Innovation in Products & Services" MITs Approach to Design Thinking, MIT Sloan School of Management.

**PROFESSIONAL CERTIFICATION'S.** Certified Management Consultant, ICMCI. Certified Executive Coach, Coaching Foundation of India. Certified Corporate Director, Institute of Directors. Competent Toastmaster, Toastmasters International.

## PROFESSIONAL EXPERIENCE

**TATA CONSULTANCY SERVICES (1998 – 2010, 2013 - Till date)**

### KEY POSITIONS

**MARKETING MANAGER – EURD.** Responsible for Sales & Business Development of Euro Conversion opportunities in Europe.

**REGIONAL MANAGER – UK.** Responsible for New Business Development across verticals in London.

**GLOBAL SALES & DELIVERY SUPPORT HEAD – IT STRATEGY CONSULTING.** Responsible for Creation of Offerings, Sales & Business Development, Engagement Execution, Competency, Development & Thought Leadership in IT Strategy Consulting.

**GLOBAL DELIVERY HEAD – BUSINESS TRANSFORMATION.** Responsible for Executive Oversight of Large Transformation Programs globally.

**DIRECTOR – METHOD MANAGEMENT.** Responsible for Development & Deployment of Consulting Methods for Business & Technology Services Business Unit, including Method Competency Development / Certification, Method Adoption & Method Branding, globally.

**IBM INDIA PVT. LTD. (2010 – 2013)**

**ASSOCIATE PARTNER – STRATEGY & TRANSFORMATION.** Responsible for Technology Strategy & Cloud Enabled Business Model Innovation.

## THOUGHT LEADERSHIP

Author of "Identifying the Right Structure for your IT Organization", "Turn on Lean Governance for Return on Outsourcing", "Strategic Resourcing – The Network Delivery has come of Age, Has Program Management" and "Realizing Benefits of IT Investments – Overcoming the Silver Bullet View" published in leading Journals.

Author of "CONSULTING | A PRACTITIONER'S PERSPECTIVE" a book on How to Succeed in the IT Consulting Space, published by Notion Press, 2016. Author of "DESIGN THINKING IN CONSULTING" a book on How to Sustain your Success in the IT Consulting Space, published by Notion Press, 2021.

## INVITED SPEAKER

On Consulting & Design Thinking at Academia & Industry Bodies

## INNOVATION

Co-Innovator of "Strategy Validation Framework" [Patent Pending].

## TED TALK

DEEP DESIGN, Human Creativity is Foundation for Critical Thinking & Complex Problem Solving (TEDx CIT)

## AWARDS


"CEO TODAY'S MANAGEMENT CONSULTING AWARD 2018" (Part of Global Top 100, Asian Top 5).



An experienced  
**MANAGEMENT CONSULTANT**  
with over **THREE DECADES**  
OF EXPERIENCE in  
**INFORMATION TECHNOLOGY &**  
**CONSULTING.**

**TRUSTED ADVISOR AND**  
**THOUGHT LEADER.**  
**CONSULTING CATALYST AND**  
**DESIGN THINKER.**  
**BUSINESS STORYTELLER AND**  
**TEDx SPEAKER.**

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 <https://www.linkedin.com/in/mohankancharla/>

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