



Harsh is IBM Services Distribution & Industrial Sector Partner & Executive Director for India & South Asia. Prior to taking this role in Jan 2016, he has been the lead account partner for a leading conglomerate for the Asia Pacific region and GBS Natural Resources Cluster Leader for India. He managed their P&L to sustained growth.

He oversees all Consulting, Systems Integration, Application and Process Services engagements for IBM's clients in Distribution & Industrial sector. He is also accountable for setting strategy, developing industry solutions, driving industry marketing, sponsoring key partnerships / alliances as well as nurturing industry skills and domain capabilities across the sales and delivery teams.

Harsh has approx. 20 years of diverse management / technology advisory experience related to global business transformations and strategic outsourcing projects with a track record of large scale and first of a kind business and technology transformations for both multinational and national clients across public and private sectors.

He is currently focused on Digital Re-invention including Internet of Things, Block Chain & IBM's Cognitive & AI Solutions in these segments. This includes several years of frequent executive management/C-level interaction as a trusted business advisor helping his clients envision roadmaps to drive step-change improvements in key areas of their organizations. He is also frequently invited to speak in various industry forums, leading business institutes like IIM and has published papers in industry journals. He is recipient of many awards including the coveted Best of IBM award.

He joined IBM in late 2006 in the Industrial sector with a focus on Natural Resources segments. Prior to that, Harsh worked at Asian Paints Limited (India's largest paints manufacturer) from 2000-06 on a variety of transformation initiatives. Before joining Asian Paints in

2000, Harsh worked with Reliance Industries Limited in India focused on opex and capex projects at their Patalgana facility.

Harsh holds an MBA from the S P Jain Institute of Management & Research, Mumbai, and a Bachelors in Engineering from Manipal Institute of Technology (University of Mangalore), India.