Alok Srivastava, Head – Global Sales & Marketing at L&T-NxT

Mr. Srivastava has over 25 years of professional experience in management consulting, software & solution sales, systems integration and managed services across communications, media & entertainment, financial services, power & utilities, consumer & retail and manufacturing industries.

His areas of expertise include digital transformation, IoT/M2M, industry 4.0, analytics, cloud, mobility, supply chain, logistics, OSS & BSS systems and ERP.

He currently leads the global Sales & Marketing for L&T-NxT.

Before joining L&T, he managed **Cisco's IoT** business for Southeast Asia and India/SAARC, as their **Regional Managing Director**. The role involved working closely with the senior management of large global enterprises in the automotive, banking, insurance, retail and utilities industries to adopt Cisco's suite of IoT solutions.

Prior to Cisco, he was the **President of Technology & Innovation** at **Reliance Group** with interests in Power, Infrastructure, Communications, Financial Services, Entertainment and Defense Manufacturing. He reported to the Chairman's office and worked closely with the Leadership Team across the Group.

Before Reliance Group, he was the **Managing Director** at **Accenture** for their Communications, Media & Technology (CMT) practice in India/SAARC. At Accenture, he led several path-breaking engagements across IoT, mobility, portals, BPO and systems integration projects.

Before Accenture, he was the **Managing Director** of **Amdocs** for the India/SAARC region and built their brand as the leading telecom software & services company in this region. He led several large deployments across OSS & BSS domains at some of the largest communication service providers in India.

Before Amdocs, he was the **Regional Director** of **SAP** for **the** India/SAARC region for the Services sector comprising of Telecom, Utilities, Media, IT/ITeS and Transportation industries. In addition, he managed the western region for SAP in India which was a cross industry senior management function.

Before SAP, he managed the western region for **IBM** in India for their Consumer Products & Retail industry. At IBM, he led several professional services engagements including IBM's first IT Outsourcing contract in India, something which was rare in IBM those days as the focus was largely on hardware sales.

Prior to joining IBM, he has worked in leadership positions at two other large IT companies in India, **Fujitsu-ICIM** as their Regional Manager for South India based out of Bangalore and **Bradma** (a Tata Group company) as their Regional Manager based out of Lucknow and Delhi.

Mr. Srivastava is an MBA in Marketing from IIBM and has completed executive development programs at **INSEAD** in Singapore and **IIM Bangalore** and speaks actively in many industry forums.