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### **Summary:**

I am a dynamic, enterprising and results-driven professional with strong focus on client acquisition, account management, sales and business development. I have proven track record in large and complex deals using consulting led approach for digital transformation. Worked with large multi-national companies like Kyndryl, IBM, Accenture and Cisco. Adept at opportunity origination, deal shaping & qualification, developing win themes & value proposition, orchestrating the bid response, co-ordinating with alliance teams and external partners, pricing, preparing proposal documents, bid defence and contracting.

- I won \$30 Mn of new business over last 2 years and successfully renewed \$17M of existing business in IT managed services with data modernization and AI Ops.
- I have extensive experience in sales, consulting, and large program management, with a deep understanding of Infrastructure Services, Application Managed Services, Application development, Digital, Cloud, and AI transformation, IOT, Mobility for Smart Cities, telecom, energy and oil sector.
- I have proven abilities in building trust in CXO & next level senior stakeholder relationships and skilful in forging connects in external ecosystem.
- I have strong customer interfacing skills, excellent written communication, and the ability to articulate value propositions to clients.
- I am very organized and my management style is empathetic, with experience of working with multidisciplinary teams from different parts of the world.
- I am actively engaged in the Saudi Arab Giga projects namely NEOM, RED Sea, AMAALA etc, all multi USD Bn projects with smart sustainable cities at their core.

### **Trainings & Certifications done:**

#### **Technology Sales**

- Google Cloud Digital Leader Certification
- Microsoft CoPilot Sales Champion certification
- Revenue Storm Sales Training, UK
- IBM Global Sales Professional
- Kyndryl Consultant Profession Foundation Certification

#### **Project Management**

- KANBAN Management Professional (KMP) Certification

#### **Sustainability & Climate Change**

- Kyndryl – Mission Net Zero Certification
- Kyndryl- Sustainability is critical to business
- World Bank Group- Open Learning Campus- Green Social & Sustainability Bonds -Sustainable Finance Solution for Emerging Markets Certification

- UN Global Compact – How to understand and take action on global goals Certification

## **Work Experience:**

### **Kyndryl / IBM**

#### **Director & Partner Strategic Engagements**

**Sep 2019-June 2024**

- Brought in \$30 Mn of business over last 2 years, successfully renewed \$17Mn of existing business in IT managed services with data modernization and AI Ops. Won one of the largest deals for a telecom service provider to Africa, based in Dubai.
- Lead for complex, large value deals identification, leading client discussions, managing deal pursuit throughout the sales lifecycle including deal shaping & qualification, developing win themes & value proposition, orchestrating the bid response, co-ordinating with alliance team and external partners, pricing, preparing proposal documents, bid defence, negotiation and contracting.
- Managing deal governance process with the internal stakeholders through different sales stages for qualification and approvals. Managing regular updates through deal stages to the management and leadership
- Responsible for growing a portfolio of accounts in data, digital, AI, Gen AI, IOT, infrastructure management, and cloud migration by managing strategy, sales operations and GTM
- Segments managed Manufacturing, telecom, financial services and pharma.

### **Accenture**

#### **Client Sales Director (CMT, H&PS)**

**Mar 2013 – Aug 2019**

- Brought in one of the biggest transformation deals with TCV of USD 37 Mn, which was a large complex managed services deal. I led the deal team, setting strategy, deal structuring, client interactions, negotiations, internal approvals and closure.
- Grew the portfolio of accounts to 2X revenue and increased profitability in project delivery.
- Worked on creating the ICT framework for Smart Cities development. Participated in 100 Smart cities project of Government of India, development of the DMICDC smart city corridor.
- Won consulting assignments for Public Private partnerships, investment advisory, setting up infrastructure projects in different states of the country.
- Segments managed telecom, media, consumer products and government

### **Cisco Systems**

#### **Business Manager -PS National role**

**Dec 2008 – Sep 2012**

- As a Sales lead in Public Sector (Government) in high touch account segment comprising key Central Government Ministries and States in a national profile, I won transformational Utility reforms projects for USD 20Mn
- Grew the run rate business to 2X in target set of portfolio accounts.
- Lead for smart cities and connected communities initiative, leading various channel partner teams
- Successfully spearheaded an initiative in conceptualizing and seeding transformation projects in green field and traditionally low growth accounts.

- Led a strategic initiative by focusing on ICT projects in rural development. Partnered with Ministry, State and agencies
- Lead for smart cities and connected communities initiative, leading various channel partner teams
- Also led sales for Cisco Webex (Communication) business from 2008- 2010 and exceeded the sales quotas.

### **Xerox India**

#### **Strategic Account Manager – Xerox Global Services (XGS) Aug 2007- Aug 2008**

- Achieved revenue and new business targets (New contract revenue) through Business process services of XGS. Won a USD15 Mn order for Managed Business Services from the Indian Operations of the company which ranks 5th in the Fortune 500 companies.
- Overall ownership of the account to grow via opportunity identification, requirement analysis, Services configuration (equipment, manpower and other resources), business model, costing, business case preparation, and presentation to the customer, negotiation, contract signing to revenue realization.
- Achieving customer delight by topping the metrics in assigned accounts in collaboration with the Operations Manager.

### **Education**

- Purdue University Post Graduate Program Certificate in Digital Transformation
- Wharton Executive Education- The Materiality of ESG
- NIIT- Advanced diploma in Computer Applications
- STG- Oracle DBMS
- Delhi University, B.A. (Hons.) Economics

**Languages:** English, French, Hindi

References: Upon request