

AJIT MISHRA

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SUMMARY

Proven technology leader with 21+ years of success in leveraging AI, cloud ecosystems, and data analytics to shape business strategy, optimize P&L, and accelerate sustainable enterprise growth.

I specialise in aligning AI, cloud, and strategy to accelerate enterprise growth. In my latest role at Capgemini, I led 15+ multi-cloud transformations for Oracle and SAP workloads, cutting time-to-market by 70% and operating expenses by 30% through offshore delivery innovations. I also increased North American market share by 20% with differentiated Oracle Core-Tech offerings while securing petabyte-scale data environments. I bring a proven ability in enabling innovation, resilience, and long-term competitive advantage through AI-driven transformation.

SKILLS

Enterprise Transformation:

- Strategic Business Leadership, Cloud & Multi-Cloud Architecture, GTM & Portfolio Assessment
- Industry Expertise: TMT | Finance | Retail | Utilities | High-Tech
- Financial Optimisation, Enterprise Solutioning, Stakeholder Management, Blue-Ocean Strategy
- Startup Incubation & Business Proposition Development, Opportunity Cost Analysis
- Generative AI (RAG | Chatbots | Avatars | Voice Agents), Business & Customer Analytics

Organisation Excellence:

- AI & Data Analytics (Causal Inference, Prompt Engineering, AI ROI), Governance, Team Building
- Database Tuning, Auditing, Infra Design (Compute | Storage | Network), IaaS / PaaS | Lift & Shift
- GCC, Offshore Delivery & Managed Services, Client Relationship Management, Agile SAFe-6
- Security & Compliance (IAM, Data Encryption, Risk Management), Change Management

EXPERIENCE

DILIGENCE ENTERPRISE

BHUBANESWAR & BENGALURU

STRATEGY CONSULTANT (FREELANCER)

June 2024 – Present

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- Consulted on 3x business growth for an industrial equipment reseller by designing disruptive business models and providing hands-on founder's office advisory.
 - Devised long-term strategic roadmaps that positioned emerging AI ventures for sustainable scale, informed by in-depth market analysis and evolving threat landscapes.
 - Led cross-industry consulting engagements that fuelled innovation, including GTM strategies for retail and energy-saving AI enterprises, accelerating client adoption and revenue potential.

CAPGEMINI TECHNOLOGY SERVICES

BENGALURU

MANAGER

Apr 2015 – Jun 2024

- Slashed time-to-market by 70% and operating costs by 30% by building and scaling offshore shared services and virtual delivery teams in India.
- Directed 15+ complex multi-cloud transformations for Oracle and SAP workloads, ensuring seamless migrations and high-quality delivery across global industries.
- Increased North American market share by 20% by relaunching Oracle Core technology offerings through psychographic fixed-scope models and targeted consumer segmentation.
- Established a highly efficient 24/7 production database support team, ensuring reliable system performance through effective execution of database backup and recovery strategy.
- Designed large enterprise databases (up to Petabytes) using IaaS and PaaS solutions, ensuring seamless system integration and robust performance across diverse industries.

CAPGEMINI TECHNOLOGY SERVICES

BENGALURU

ARCHITECT

Sep 2010 – Mar 2015

- Scaled 8+ global offshore delivery teams, embedding quality and governance standards to stabilise and transition 7 managed service accounts with 3x efficiency.
- Implemented enterprise-grade data security controls, including RBAC, disaster recovery, and Transparent Data Encryption, to safeguard critical business data and ensure compliance.
- Delivered client success by meeting project milestones with high-quality execution, earning 5+ client accolades for excellence and satisfaction.

From 2001 to 2010, I advanced through roles at CACT, SCO, Software Pundits, Hutch/Orange, Reliance Infocomm, Accenture, Symphony Services, and Minacs, improving market recalls and optimising database performance with automated processes in virtualised environments.

EDUCATION

MBA – General Management

MUMBAI & USA

IIT Bombay & WashU

2022 – 2023

Masters in Computer Applications (MCA)

NEW DELHI

IGNOU

1998 – 2001

BS – Electronics

ODISHA INDIA

BERHAMPUR UNIVERSITY

1992 – 1995

CERTIFICATIONS

- Certified Prompt Engineering Professional (2025)
- Professional Certificate Program in Agentic AI and Applications (Pursuing - 2025)
- Oracle OCI Multi-Cloud Architect Associate – Oracle (2024)
- Oracle Cloud Infrastructure Architect Professional – Oracle (2021)