

# Atin Agarwal

Noida | [cxo.atin@gmail.com](mailto:cxo.atin@gmail.com) | +91-9971002082 | <https://www.linkedin.com/in/atin-cio/>

Dynamic and visionary digital leader with over two decades of senior leadership experience, I am an adept digital strategist skilled in Enterprise IT Strategy, Innovation, Digitization, Consulting, and IT Operations management. I have a proven track record of running smooth IT operations with latest technologies while achieving significant cost savings, up to 35-40% on IT budgets ranging from \$20Mn to \$850Mn, through strategic Technology and Strategic Partner Selection, Evaluation, Implementation, and Optimization. My diverse industry expertise encompasses Manufacturing, Pharmaceuticals, Telecom, FMCG, and ITES, complemented by extensive international exposure.

“Atin's tenure at Bharti Airtel showcased his dedication and hands-on approach to IT strategy, contract governance, and IT operations management, earning him respect from leadership and partners. His leadership skills, analytical prowess, and commitment to growth were invaluable assets, consistently delivering effective solutions in challenging environments. Atin's exemplary performance and ability to excel in demanding situations make him a highly recommended professional.” ~ Amit Behl, Director - Customer Success, AVAYA

Atin's strong work ethic and commitment to excellence have impressed me greatly. They consistently display a high level of professionalism and offer creative solutions even when faced with challenging situations. I believe they will not only meet but exceed the expectations of any organization they choose to work with – Umesh Gupta, CEO – Innova ESI, Ex CIO – PT Smartfren Telecom and Bharti Airtel.

## SKILLS

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**Technical:** IT Enterprise Strategy, Service Delivery, IT Governance, Cloud / Virtualisation, Business Applications, Data Analytics, Data Centre / Infrastructure Management, DevOps / Agile, Security / SoX / Audits, Service Management, Asset Management, Audio-Visual Technology, ERP / Oracle / SAP / CRM

**Leadership:** People Management, Stakeholder Management, Merger and Acquisitions, Budgets and P&L, Vendor Negotiation, Contract Negotiation, Partner Management, Cost Optimization.

## EXPERIENCE

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### Vodafone Idea Limited

PUNE, INDIA

Head – IT Governance

Jun'23 to Date

- As the leader in developing and implementing our IT ecosystem, I leverage market insights and internal strengths to drive business growth strategies, collaborating with established partners to reduce IT costs by 30%.
- As a leader in developing a diverse partner network, my priority lies in fostering win-win scenarios. By delivering unique and long-term relationship contracts and frameworks to monitor their performance, I ensure customer satisfaction while upholding strict compliance with industry regulations.

### Hitachi Systems India Ltd.

NEW DELHI, INDIA

Head – IT Strategy

Apr'22 to Jun'23

- As the key driver of IT strategy at Hitachi Systems India during its entry into the Indian market, I successfully expanded our presence in the Cloud ecosystem by 400% in just 10 months through strategic relationships with ISVs and partners.
- Additionally, enhancing delivery competence with state-of-the-art Data Centers (DC), Network Operations Centers (NoC), and Security Operations Centers (SoC) resulted in a 32% revenue increase in the traditional business for the fiscal year.

### Black & Decker (for Karam Group)

LUCKNOW, INDIA

Global CIO

May'20 to Mar'22

- Spearheaded the design and implementation of an Enterprise IT Strategy and robust Architecture to support 90+ shop floors across 7+ physical factories, establishing a consolidated, state-of-the-art DC prepared for Industry 4.0, IoT, AI and Oracle ERP integration reducing cost by 370%

- Revamped Training/L&D platforms for global reach, seamlessly migrating and upgrading Oracle ERP modules, including ASCP and PS modules, across all plants within strict timelines, and developing a unified platform integrating 72+ custom applications, ERP, Sales Cloud, and collaboration tools, while consolidating HRMS for KARAM. Resulting a single and secured system across locations globally and increasing efficiency by 700%.

## **Bharti Airtel Ltd.**

**GURGAON, INDIA**

Head – IT Governance, Gujarat CIO

Jan'06 to Jun'18

- Started at Bharti Airtel Ltd. in Jan'06 in Enterprise business as Infrastructure Head, advancing through diverse roles spanning IT verticals, business units, and global regions.
- Held key positions including Infrastructure and Operations lead, Head- IT for Gujarat Mobility Circle, where achieved RMS no. 2 position for the first time for Airtel and awarded by Chairman.
- Managed substantial IT budgets exceeding ~\$835Mn for India and South Asia, achieving cost optimisation of more than 42% in 2 years, transitioning to a pivotal role as Head – Governance for South Asia & Africa, with additional responsibilities for EUS and SMO functions since 2016.

I have also worked at thinkvu consulting, Adani Group, during Jul'18 to May'20, and SEDL, DSM (Ranbaxy), and Birlasoft during Nov'01 to Jan'06

## **EDUCATION**

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### **B. Com**

**MEERUT, INDIA**

CCS University

1995-1998

### **Executive Business Certifications**

**HYDERABAD, INDIA**

ISB Hyderabad

2007-2008

Few other technical certifications like ITIL V4, Lead Auditor for ISO:27001 and BS7799 were also done during tenure.

## **NOTABLE INFORMATION (ACCOLADES)**

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- "Most Innovative Tech Leader" - CIO Times Sept'23 – Cover Story  
"A pioneering and visionary technologist, focused on changing the future of industries using IT" -
  - "Most Iconic & Influencing Tech Leader" -- CIO Today May'23 – Cover Story  
"An impressive track record of success and recognition serves as a testament to his outstanding skills and unwavering commitment to excellence in all that he does."
  - "Top 10 Tech Leaders in India" - – Trade Flock -Jan'23  
"A tech enthusiast has all the traits and abilities to fix a spot among Top 10 tech leaders in country, now he is strengthening the large and medium enterprises seeking expertise to help them align their technology and vision."
  - "IT Strategist of the Year" - – Alden Global – Aug'22  
"Winning with his strategies and technical expertise in successful implementation of worldclass technologies at best prices."
  - Appreciation by "Manufacturing Today " in May'21 edition for seamless implementation and upgrade of ERP system without downtime and 370% reduced cost.
  - Appreciation by "Business World CIO" in Jun'21 for creating digital footprint of PPE manufacturer with a great market place present in 8 different countries with referential available products.
  - Appreciated and awarded by Chairman, Bharti Airtel Limited in 2008, for implementing world class solutions contributing to PAT positive and becoming RMS #2
  - Awarded by Intel and CIOL as "IT Power User Award" for North India, in 2004 to develop inhouse applications and monitoring client systems from own location itself.
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