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Top Skills

Anthropic Claude
Software Development Management
Product Launch

Certifications

ITIL®
ITSM®
Prince 2® Foundation
Microsoft Certified: Azure Solutions Architect Expert
Foundational Multi-Linux Suite Accreditation

Honors-Awards

Dell Champion Award
Silver Award
Manager of the Quarter
Manager of the Month
Exceptional Performance Award

Sujal Krishna Kumar

Executive Leadership | Cloud & Generative AI Transformation | Global Delivery at Scale | \$500M+ Impact | Strategic Partnerships | GTM | Board-Level Advisor | P&L Leader Helping Clients Move from AI Pilot to Production

Vancouver, British Columbia, Canada

Summary

Executive technology leader with over 15 years architecting cloud, data, and AI platforms that generate measurable business outcomes. Proven track record delivering \$500M+ in P&L impact through strategic alliances, digital transformation, and enterprise-scale GTM execution. Trusted advisor to C-suite executives at Fortune 500 organizations—translating complex technology into boardroom strategy and actionable roadmaps. Deep expertise across AWS, Azure, and GCP ecosystems, with focus on cloud modernization, data platform engineering, and generative AI integration. Core Strengths: • Cloud & AI Transformation: Led enterprise-wide migrations and AI platform deployments driving 52% YoY growth • Strategic Alliances & GTM: Built and scaled global partnerships with hyperscalers, enabling \$500M+ revenue impact • Executive Leadership: Managed P&L, built high-performing teams across 3 continents, delivered to 20+ Fortune 500 clients • Data & Analytics: Architected modern data platforms ensuring compliance, performance, and scalability • Board & Advisory: Guiding organizations on digital strategy, M&A integration, and technology investment decisions Open to Chief Data Officer, Chief AI Officer, VP Cloud/Data Strategy, Board Advisor, and Transformation Consulting roles.

Experience

SUSE

Technology & Strategic Alliance Director (Cloud, Containers, GenAI and Security)

February 2022 - Present (4 years 3 months)

Greater Vancouver Metropolitan Area

- Drove \$500M+ ACR impact and achieved 52% YoY Azure growth by leading global alliances.

- Built and scaled high-performing teams across North America, EMEA, and APAC, managing P&L.
- Developed executive-level strategy sessions, serving as a trusted advisor to CxOs on data and transformation.

NTT DATA Services

5 years 9 months

Global Head of Data Engineering: AI, Data Analytics and managed services

May 2020 - January 2022 (1 year 9 months)

Dallas-Fort Worth Metroplex

- Led cross-functional global engineering teams to launch next-generation data analytics and security products for Fortune 100 clients.
- Aligned product development with enterprise data privacy and compliance, exceeding customer SLAs for availability, quality, and performance.
- Fostered an innovation-driven culture, driving rapid adoption of AI/ML and automation across major client deliverables.
- Partnered with customers to refine solutions based on analytics maturity, resulting in enhanced user experience and measurable outcomes.

Global Head & Chief Solution Architect (Emerging Technology, Security, Tools and AI Automation)

October 2017 - May 2020 (2 years 8 months)

- Designed and delivered large-scale emerging technology platforms—including advanced security and automation—for multi-national clients.
- Architected solutions leveraging AI, ML, and RPA, streamlining complex operational workflows and ensuring compliance in regulated environments.
- Built and mentored international R&D teams, cultivating expertise and cross-border collaboration.
- Presented digital transformation roadmaps to C-level executives, translating technical vision into strategic investment decisions.

Associate Director AI Automation, Tools, Integration and managed services

May 2016 - September 2017 (1 year 5 months)

Dallas-Fort Worth Metroplex

- Spearheaded the integration and rollout of advanced security, data, and automation tools to enhance enterprise service delivery.
- Optimized incident response and automation strategies, resulting in double-digit cost reductions and improved service levels.

- Led vendor management and third-party tool evaluation, driving continuous product improvement and adoption.
- Acted as key liaison between engineering, product, and operations teams, ensuring program alignment and delivery excellence.

Dell Technologies

4 years 9 months

Senior Manager of Product Management Infra and managed services
June 2014 - May 2016 (2 years)

Noida and Dallas

- Directed full product management cycle for enterprise platform solutions serving Fortune 500 customers, ensuring on-target launches and strong market adoption.
- Drove cross-team collaboration across engineering, sales, and support, elevating feature delivery and customer satisfaction.
- Established product vision and go-to-market strategy, resulting in significant revenue growth and improved market positioning.
- Mentored, developed, and retained top product management talent, fostering a high-performance team culture.

System Integration Manager (Product)

February 2013 - May 2014 (1 year 4 months)

- Managed globally distributed teams to deliver major systems integration and migration projects for enterprise clients.
- Strengthened project governance and operational frameworks, which reduced implementation timelines and minimized risk.
- Ensured seamless coordination among engineering, QA, and client services, consistently exceeding delivery deadlines and quality goals.
- Championed the integration of emerging technologies to drive product innovation and value for customers.

Team Manager (Product)

September 2011 - January 2013 (1 year 5 months)

- Led international technical teams, driving high-impact delivery of product releases and enhancements for mission-critical platforms.
- Implemented standard operating procedures and best practices to improve productivity, quality, and reliability.
- Facilitated knowledge sharing and skill development across teams, boosting morale and reducing support escalations.

- Recognized for operational excellence, strong leadership, and continuous improvement mindset.

Education

Calcutta University, Kolkata

Bachelors, Business & IT