

SUJAL KRISHNA KUMAR

Chief AI & Cloud Strategy Executive | CDO / CAIO Track

\$500M+ Revenue Impact • 52% YoY Hyperscaler Growth • P&L & Global Team Leadership (120+) • AWS / Azure / GCP • Enterprise GenAI Deployment

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EXECUTIVE SUMMARY

Enterprise technology executive with 15+ years scaling cloud, data, and generative AI programs from strategy to production across Fortune 100/500 organizations in North America, EMEA, and APAC. Track record of \$500M+ in measurable revenue impact, full P&L ownership across multi-region teams, and direct advisory relationships with C-suite and board stakeholders on AI investment, cloud modernization, and M&A integration. Seeking Chief AI Officer, Chief Data Officer, or VP/Director of Cloud & AI Strategy mandates where enterprise-scale GenAI execution and hyperscaler alliance leverage drive bottom-line outcomes.

CORE COMPETENCIES

Generative AI & LLM Platform Deployment • Cloud Modernization & Migration (AWS, Azure, GCP) • Strategic Alliances & Hyperscaler GTM • Data Platform Engineering & Governance • P&L Leadership, Multi-Region Teams • Board & C-Suite Advisory • M&A Technology Integration • Regulatory Compliance (GDPR, HIPAA, SOC 2, PCI-DSS)

PROFESSIONAL EXPERIENCE

SUSE — Technology & Strategic Alliance Director, Cloud, Containers, GenAI & Security Feb 2022 – Present

Greater Vancouver Metropolitan Area

- Generated \$500M+ in Azure Consumed Revenue (ACR) impact and drove 52% YoY Azure growth through global alliance strategy spanning North America, EMEA, and APAC.
- Own full P&L for a 40-person cross-functional organization across three continents, directly accountable for partner revenue targets and margin.
- Serve as primary technology advisor to 20+ Fortune 500 C-suite executives, converting cloud-native and GenAI strategy into funded investment roadmaps.
- Co-built joint go-to-market programs with Microsoft Azure, AWS, and GCP that expanded SUSE's hyperscaler pipeline and partner ecosystem.
- Defined SUSE's GenAI integration strategy across its partner network, establishing the company as a credible enterprise AI deployment partner.
- Present cloud transformation and AI adoption strategy directly to boards and executive committees during QBRs and briefings.

NTT DATA Services — Global Head of Data Engineering: AI, Data Analytics & Managed Services

May 2020 – Jan 2022

Dallas-Fort Worth Metroplex

- Led an 80-person global engineering organization across North America, EMEA, and APAC, accountable for \$120M+ in managed services and data platform revenue.
- Launched next-generation data analytics and enterprise security products that exceeded client SLAs for availability, quality, and performance.
- Cut data pipeline processing times 40% by driving AI/ML and automation adoption across major client programs, enabling real-time analytics at scale.
- Aligned product development with GDPR, HIPAA, and SOC 2 frameworks, safeguarding compliance across all client environments.
- Partnered directly with Fortune 100 CIOs and CDOs on analytics maturity assessments, increasing retention and expanding account value.
- Cut AI-enabled product time-to-market 30% by building an innovation-first engineering culture.

NTT DATA Services — Global Head & Chief Solution Architect, Emerging Technology, Security, Tools & AI Automation

Oct 2017 – May 2020

- Architected enterprise AI, ML, and RPA platforms that cut manual processing costs 35% for top-tier financial services and healthcare clients.
- Built and mentored a 60-person international R&D organization across six countries, developing deep AI/ML, automation, and cybersecurity expertise.
- Presented digital transformation and technology investment strategy to C-level executives at 15+ global enterprises, influencing \$50M+ in technology decisions.
- Delivered GDPR, HIPAA, PCI-DSS, and ISO 27001-compliant solutions, enabling clients to accelerate cloud adoption without compromising security posture.
- Pioneered intelligent automation frameworks combining NLP, computer vision, and RPA to lower operational costs and strengthen SLA adherence.

NTT DATA Services — Associate Director, AI Automation, Tools, Integration & Managed Services

May 2016 – Sep 2017

Dallas-Fort Worth Metroplex

- Rolled out advanced security, data, and automation tooling across 10+ enterprise accounts, cutting incident response times 25%.
- Reduced service delivery costs 18% by optimizing automation strategy and toolchains.
- Managed vendor relationships and led liaison between engineering, product, and operations across a \$30M+ managed services portfolio.

Dell Technologies — Senior Manager, Product Management, Infrastructure & Managed Services

2014 – May 2016

Noida & Dallas

- Owned end-to-end product roadmap for enterprise infrastructure platforms, delivering on-target launches across North America and APAC.
- Built go-to-market strategy that drove double-digit revenue growth in the managed services product line.
- Mentored a 15-person product management team, building a high-performance culture recognized with the Dell Champion Award.

Dell Technologies — System Integration Manager / Team Manager

Sep 2011 – May 2014

- Led globally distributed teams on enterprise systems integration and migration programs, cutting implementation timelines 30%.
- Recognized with Silver Award and Manager of the Quarter for operational excellence leading international technical delivery teams.

CERTIFICATIONS

Microsoft Certified: Azure Solutions Architect Expert • ITIL® • ITSM® • PRINCE2® Foundation • Foundational Multi-Linux Suite Accreditation

EDUCATION

Bachelor's, Business & IT — Calcutta University, Kolkata