



Sandip Patel

General Manager, India/South Asia, IBM

Sandip Patel is the General Manager of IBM India/SA and Managing Director of IBM India Pvt. Ltd. He is responsible for all strategic and operational matters related to IBM's sales, marketing, services and delivery operations in the region, including Bangladesh, Nepal and Sri Lanka. Additionally, he directs and enables India's capabilities across IBM's global missions, global centers of excellence, research and innovation labs. Prior to this, he was General Manager for the Insurance industry at IBM and was responsible for IBM's business across all brands in the Insurance industry globally.

Sandip has also served as the President of Aetna International where he had full P&L responsibility for the international businesses at Aetna with operations in Americas, Europe, Middle East, China and South East Asia. He organically doubled the business over a three-year period, establishing a sustainable model to grow regional businesses with locally relevant solutions, and globally co-sourced shared IT and services capability. He also laid the foundation for a Health IT Services business in emerging markets with a focus on population health management.

Prior to this role, he served as the General Manager with P&L responsibility for IBM's Global Business Services division for India/South Asia. He has also worked as a partner in various leadership roles at IBM, PricewaterhouseCoopers and Coopers & Lybrand. Early in his professional career, he practiced as a Chartered Accountant in India.

Sandip has managed and participated in a variety of multi-disciplinary organization-wide transformation projects, addressing enterprise strategy, global expansion, operations and technology transformation, and culture change, in different regions around the world.

He has an MBA and MS in Management Information Systems from Boston University's Questrom School of Business, and is a qualified Chartered Accountant in India.
