



KAPIL KULSHRESHTHA

PRINCIPAL CONSULTANT

Kapil Kulshreshtha has over 22 years of IT Services experience in fortune 200 organisations. He has led large teams with 400+ members and managed significant P&L while delivering services across diverse cultures in US, UK, Asia, Europe and for the last 10 years, in Australia. Kapil is professionally equipped to help clients imagine, explore and achieve success in any of the following areas:

- Executive Coaching and Leadership Development
- Transition from Knowledge Leader to Business/ People Leader
- Assist Leaders in Large Scale Transformations and Agility Infusion
- Diversity and Inclusive Leadership
- Transition from Success to Significance

Kapil's key focus is to assist his clients in exploring uncharted territories and find their own personal best by looking at their unchallenged assumptions. He is well regarded among his acquaintances and clients for his authenticity, empathetic connections, adaptability and unparalleled commitment.

Kapil has experience in 4 start-up situations and has set up new businesses for large organisations in a new country. His 3 years' stint as one of the first few leaders in Microsoft IT (India) gave him invaluable lessons in negotiating some highly complex engagements in a start-up environment. In 2009, he was entrusted with setting up Cognizant's (a Fortune 203 organisation) Media IT Service business in Australia and since then, has led various business units. Kapil has always taken a lot of pride in managing his P&L with immaculate operational

discipline and consistently exceeding both revenue and profit expectations.

Thanks to his deep experience in IT consulting environment, Kapil has interacted with senior executives across different clients and different industries. This has helped him in developing significant appreciation for variety of organisational and personal challenges in leadership growth.

Furthermore, his own journey towards his passion, has created a hunger in him to be a catalyst for growth and career directions of other executives, who long to see their performance unleashed.

The combination of his depth of knowledge in running a business unit, coupled with his ability to find excellence in people, Kapil is able to identify patterns and offer deep insights into possible alternatives for strategy development, thereby helping clients achieve necessary outcomes. His own experience in leading time critical deliveries and managing significant number of parallel threads, allows Kapil to relate to clients and create necessary foundation for significant accomplishments.

Kapil has a Masters in Business Administration in Systems & Marketing major from a distinguished university in India and also holds a Bachelor in Electrical Engineering from one of the top colleges in India. He is married to Shilpa and have two children, Sanya and Elina and a fur baby, Arrow. He is very passionate about keeping a fitness regime, love of his audiobooks, bit of a Smule singing and can get enthralled with anything related to science or cosmology.