HCL

Ganesh Ramamoorthy

SENIOR VICE PRESIDENT
Global Head of IBM Ecosystem
Business Unit

Ganesh Ramamoorthy is the Global Executive heading the IBM relationship at HCL. In this role his focus is to bring the best of IBM technology to create, sell and deliver competitive offerings that offer significant value to the HCL customers.

At HCL, earlier he was part of the leadership team that steered HCL's Beyond Digital business line. There, he was responsible for increasing the share of HCL's Digital franchise among customers with a focus on Experience Design.

Ganesh is an important part of the advancement and growth of HCL Financial Services vertical. Thanks to a decade spent in various roles as part of HCL's relationship with a global investment bank and setting up the base for growth of the US FS relationships. He has demonstrated the ability to influence and advocate transformative solutions to senior executives and create trusted relationships.

As Sr. Vice President, Financial Services heading North America Banking business, he was key in enhancing HCL's presence in the Banking space, a named key portfolio for FS over 3 years. He was also responsible for HCL's insurance relationships for North America for about 6 years. Ganesh was responsible for the business with a Fortune 500 Financial Services organization in North America, doubling as the Client Partner. He was instrumental in turning the relationship around and made it one of the top 5 clients in terms of revenue while getting recognized as the best innovation partner in 2014.

Starting 28 years back as an Investment Banker and then an Investment Management Consultant for an European Fund Manager. He turned into Business Consulting after spending 6 years as a banker and has managed significant ERP implementations including one for the largest oil exploration and refining company in the Middle East.

Ganesh is a Mechanical Engineering graduate from College of Engineering, Guindy, Chennai and has an MBA from Indian Institute of Management, Kolkata.