



## Abhinav Sharma

VICE PRESIDENT  
Cloud Native Services &  
Customer Success, HCL Google  
Ecosystem Business Unit

Abhinav Sharma heads Customer Success for the HCL Google Ecosystem Business Unit.

A senior executive with over 2 decades of experience, Abhinav has been with HCL for close to 10 years. A Cloud Native platform and application architect with Cloud Native platform data engineering background at the core, he has an extensive track record in diverse businesses across verticals.

He has a keen eye for tech-based solutions for consumer's business challenges, which is reflected in his leadership style – a combination of out-of-the-box thinking and innovation – which has earned him the respect and trust of the many clients he has worked with. As a Vice President, he has delivered solutions and played a key role in the digital transformation of many customers.

Abhinav leads Customer Success for the HCL Google Ecosystem Business Unit, which delivers solutions that helps customers in their cloud adoption and accelerates an enterprise's digital transformation. Abhinav's experience, eye for innovation and team management skills are key in defining and developing this deep and integrated partnership. He hopes his experience and expertise will help the architecture and business teams from both GCP and HCL to infuse innovation and agility into the customer's journey to the cloud.

Abhinav is an engineer from Aligarh Muslim University, and an MBA from IIT, Delhi. He is based out of Noida.