

ASHOK KUMAR WAHI

SENIOR MANAGEMENT PROFESSIONAL

ashok_wahi@yahoo.com

Summary

Executive leader with a strong portfolio of successes at the start-up, growth, and optimization stages of diverse businesses. Reputed for elevating organizations into top revenue-generating entities. Rich experience in Information Technology, Management Consulting, Human Resources Development and Contact Center Operations. Expert in managing cross-functional teams. Strong P&L management experience and excellent communication skills. Combination of advanced business expertise with Ivy League education culminating in a B. Tech from IIT Delhi and a MBA degree from FMS, Delhi.

Specialties

Strategic Planning

Organization Design & Development

Business Planning and Deployment

Team Building / Staff Training / Development

Business Development & Client Relations

Business Systems Implementation / ERP Systems

Project Management

Contract / Price negotiations

Operations & Financial Management

Productivity / Process / Profitability Improvement

Experience

Distinguished Professor of Information Systems at JAYPEE BUSINESS SCHOOL, JIIT

June 2009 - Present (2 years 1 month)

Jaypee Business School is promoted under the edu-entrepreneurship of the Jaypee Group of Industries. The Group is a well diversified business conglomerate of India with an annual turnover of over Rs.5000 crores (close to US\$1 Billion). It includes businesses such as Engineering & Hydropower, Construction & Cement, Expressways & Highways, Hospitality & Golf Resorts, Education and Information Technology. With a professional management team and a competent technical cadre, the Group employs over 30,000 people in all parts of India and overseas. Jaypee Business School was started in 2006 & is located at the Jaypee Institute of Information Technology University. JIIT Noida is a Deemed University under the Ministry of Human Resource Development, Government of India. JBS felt that teaching can be enriched by utilizing the experience gained during the long innings in the corporate world spanning more than 30 years in multiple functions

Head – Strategic Initiatives at AKSH OPTIFIBRE LTD.

August 2008 - February 2009 (7 months)

While Aksh Optifibre Limited is a significant player in the fibre optics business, with fully integrated presence along the value chain, in August 2006, Mahanagar Telephone Nigam Ltd (MTNL) entered into an agreement with Aksh Optifibre Ltd for providing Internet Protocol Television (IPTV) services to its subscribers in Delhi and Mumbai. In June 2008, Aksh Optifibre has signed an agreement with BSNL to provide IPTV services to its subscribers in 20 cities in Northern India covering Jammu and Kashmir, Punjab, Himachal Pradesh, Haryana, Rajasthan and UP (West) on the fixed line network of BSNL. As the head of Strategic Initiatives, am responsible for marketing & business development activities, tying up with technology partners and delivering on revenue generating initiatives for the business.

8 recommendations available upon request

Group CIO at SPICE CORP LTD.

December 2006 - July 2008 (1 year 8 months)

Spice Group is a conglomerate having multiple business entities in the Telecom space including Spice Telecom, Spice mobiles, Spice mobile VAS, Omnia BPO Services, Hot Spot & Spice World. Its turnover in 2007 is over Rs. 2000 crores. I joined the group in December 2006 as the COO of its BPO wing but have been recently moved to the Corporate Office in the Group CIO role as well as the Director of Spice Academy, its internal management development arm. The Group has big IT initiatives planned in terms of an ERP implementation, strengthening the infrastructure of all group companies and synergizing the businesses it has. Its 2008 budget for IT is about 100 crores.

11 recommendations available upon request

Senior Director – India Operations (North) at CONVERGYS INDIA SERVICES LTD.

August 2003 - September 2006 (3 years 2 months)

Convergys India Services is a 100% owned organization of Convergys Corporation. Convergys provides award-winning billing; employee care and customer care products and services to leading companies in telecommunications, cable and broadband, technology and financial services. Initially as Director of Operations ran the strategic and day-to-day operations for the largest telecom customers of Convergys (1600 CSRs) with responsibility for Operating Profit.

Later as Senior Director responsible for 3 Centers in Gurgaon comprising of 10 clients, 28 programs and nearly 5000 agents was responsible for a Revenue target of around \$ 90 million and an operating profit of around \$ 20 million annually.

- Recognitions include Convergys Customer Management Group (CMG) Summit Award in 2004 given to the best 5% performing leaders, Certified Green Belt in the Continuous Improvement methodology, Incident Commander for all sites (from a DRP perspective) and Certified Business Consultant.

12 recommendations available upon request

Vice President – Global Accounts at NIIT TECHNOLOGIES, NIIT LTD.

December 2002 - June 2003 (7 months)

NIIT Technologies is a global IT solutions provider with a footprint that spans 18 countries. It has regional headquarters in the USA, UK, Europe, India, Asia Pacific and Japan. NIIT Technologies creates high quality software solutions for global giants. As the head of Global Accounts, was responsible for business development and delivery to the Fortune 100 accounts. Amongst the key responsibilities were:

- Nurture existing Global Accounts for new business and achieve revenue targets as laid down including providing effective and timely qualification, pre & post sales support for Fortune 100 clients.
- Ensure project profitability while managing Customer expectations in terms of service, quality and timelines.
- Develop capabilities of managing large projects in multiple geographies from multiple locations.
- Ensure implementation of quality/ testing processes as required by CMM Level 5 & ISO 9001.

2 recommendations available upon request

Executive Director at WEBTEK SOFTWARE PVT. LTD., NEW DELHI

August 2000 - December 2002 (2 years 5 months)

Webtek Software was a 100% owned subsidiary of Dresdner Bank of Germany. As a member of the Board of Directors, was responsible for strategic planning, business development, staffing, general management and financial performance of Delhi operations besides responsibility for setting up the new Application Service Provision (ASP) division of the company. Trained, directed and motivated a team of 155 people. Managed and coordinated operational action plans, established work priorities, meeting time, cost and quality goals. Converted a lead to a large assignment.

- Set up new office and obtained all necessary permissions and licences, arranged infrastructure & contracts
- Successful in hiring, motivating and retaining quality personnel by creating a positive work environment.
- Implemented employee recognition program measurably improving staff morale.
- Delivered on first years' gross profit above plan.
- Reported to shareholders/parent board on organizational plans and performance

3 recommendations available upon request

Chief Information Officer (CIO) at ICI INDIA LTD., NEW DELHI

1998 - 2000 (2 years)

3 recommendations available upon request

Senior Vice President - Human Resources & Information Systems at VAM ORGANIC CHEMICALS LIMITED, NEW DELHI

1996 - 1998 (2 years)

General Manager - Human Resources & Information Technology at APOLLO TYRES LIMITED, NEW DELHI

1995 - 1996 (1 year)

1 recommendation available upon request

Group Head - Information Systems at NESTLE INDIA LIMITED, NEW DELHI

1985 - 1995 (10 years)

3 recommendations available upon request

Manager MIS at SRF Limited

1984 - 1986 (2 years)

1 recommendation available upon request

Sr. Consultant at AF Ferguson & Co.

1979 - 1984 (5 years)

1 recommendation available upon request

Planning Engineer at BHEL

1975 - 1979 (4 years)

Skills

IT Solutions

(Expert, 20+ years experience)

ERP

(Advanced, 15 years experience)

Baan

(Advanced, 2 years experience)

MIS

(Expert, 20+ years experience)

Financial Systems Implementation

(Expert, 20+ years experience)

SAP R/3

(Advanced, 5 years experience)

B2B eCommerce

(Advanced, 5 years experience)

Enterprise Systems

(Expert, 15 years experience)

IPTV

(Intermediate, 3 years experience)

Management Consulting

(Advanced, 15 years experience)

Outsourcing

(Advanced, 10 years experience)

BPO

(Advanced, 10 years experience)

Offshoring

(Advanced, 5 years experience)

Business Planning

(Advanced, 20+ years experience)

Higher Education

(Advanced, 20+ years experience)

Education

Faculty of Management Studies - University of Delhi

MBA, Marketing & Operations, 1973 - 1975

Indian Institute of Technology, Delhi

B. Tech. (Mech.), 1968 - 1973

Honors and Awards

Member of the National Committee on Information Technology of the Confederation of Indian Industry (CII) for 2002-03. Keynote and Guest speaker at a large number of Industry seminars. Most recent (http://www.assochem.org/events/recent/event_125/ashok_wahi.pdf). Founder President, Lotus Users Group. Vice President, IS India, an IS Managers' Community. External Faculty at International Management Institute (IMI), Indian Institute of Foreign Trade (IIFT), Fore School of Management, Indian Institute of Technology Delhi, Indian Institute of Finance. Assisted the Computer Society of India (CSI) in selecting the best e-Governed State and best e-Projects

Interests

In addition to my corporate role, I have been active in academics right from the beginning of my career. I have been a visiting faculty member to leading business schools in Delhi viz. IIFT, IMI, IIT etc. for the last 25 years and have been teaching full semester courses on e-business, software engineering, decision support systems etc.

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45 people have recommended ASHOK KUMAR

"It was a great to be led by a senior like Wahi Sir with great knowledge and vast expertise a person from whom a lot of knowledge can be gained"

— **Jugeshwar Mahto**, *System & Network Administrator, Aksh Networks Limited*, worked indirectly for ASHOK KUMAR at AKSH OPTIFIBRE LTD.

"Wahiji is a true mentor with excellent interpersonal skills. He is an inspiration and a leader whom I shall always strive to emulate."

— **Vikram Choudhary**, *Manager-Legal, Aksh Optifibre Limited*, worked with ASHOK KUMAR at AKSH OPTIFIBRE LTD.

"It was a great to be led by a senior like Wahi Sir with great knowledge and vast expertise a person from whom a lot of knowledge can be gained"

— **Dipanjan Mazumdar**, *Deputy Manager Customer services, AKSH OPTIFIBRE LTD.*, worked indirectly for ASHOK KUMAR at AKSH OPTIFIBRE LTD.

"Ashok is a strategist and has experience of turning around organization. He is a versatile person and hence can be asset for start-ups."

— **Munish Dutt**, *Business Head - IPTV (VAS), Aksh Optifibre Ltd- I control*, worked directly with ASHOK KUMAR at AKSH OPTIFIBRE LTD.

"Though I have had just few opportunities to interact with Mr Wahi, but I can recommend him to be one of the finest professionals I have come across so far. His communication skills are impeccable, his knowledge base is very sound. And above all, he is a thorough gentleman. I wish Mr Wahi success in everything."

— **Prashant Das**, *AGM-HR, Aksh Optifibre*, worked directly with ASHOK KUMAR at AKSH OPTIFIBRE LTD.

"Many years of very rich experience in various field of IT, marketing, PR and various strategic functions and so on,one must look for profile like Ashok Kumar Vahi. Ashok Wahi is having a very great leadership quality with vast knowledge and very rich expericence meant only for senior level

function. I learnt a lot from him and recommend him to anyone who truly needs a complete package in one person at senior level cxo profile."

— **Hari Trivedi (LION)**, COO, *aksh optifibre ltd.*, worked directly with ASHOK KUMAR at AKSH OPTIFIBRE LTD.

"The first thing one notices about Mr. Wahi is the depth of knowledge which is intriguing and can put anyone in awe of him. It was an opportunity for me to have had the chance of working with him. He completely motivated me to think beyond vanilla PR and move on strategic lines of client servicing."

— **Elizabeth Chen**, *Senior Image Executive, Perfect Relations*, was with another company when working with ASHOK KUMAR at AKSH OPTIFIBRE LTD.

"It was a pleasure to have worked with Mr. Wahi on Aksh's PR initiatives. Thanks to his efforts and support, we managed to put Aksh on the most reputed broadcast space and gave a new direction to PR for the organization. It was for Mr. Wahi that Aksh took the lead in a talk show where other partner was a key player. Looking forward to work with you soon."

— **Vikas Chaudhary**, *Associate Image Manager, Perfect Relations*, worked indirectly for ASHOK KUMAR at AKSH OPTIFIBRE LTD.

"I feel very fortunate to have a great opportunity to work under such a highly regarded and dynamic leader like him. He is a true mentor and i was fortunate to learn many things from him - which has benefited me in my carrier growth. I wish him all the success in his life."

— **Sanjeev Johari**, *Sr Vice President (CTO), Spice Televenture*, reported to ASHOK KUMAR at SPICE CORP LTD.

"Mr Wahi is a highly regarded professional and a dynamic leader having a commendable pedigree. He has lead various verticals and teams in his extensive and multi domain career. He adds fresh leadership perspective to the team he leads . Owing to his pleasing personality, he finds a quick acceptance with the team as a leader and also shares a great repo with them. I have always held him in high esteem and always received great encouragement and support from him being a part of the business that he led in my previous organization."

— **Pankaj Ahlawat**, *Manager HR, Spice BPO Services Ltd*, worked indirectly for ASHOK KUMAR at SPICE CORP LTD.

"I, would probably run short of words while describing the qualities of Mr. Wahi. Astutte and Seasoned Veteran, Impeccable Communicator, A great leader, Strategist and carries the wisdom to lead from the front. A, true leader by all virtues. It, was my prevelige to induct Mr. Ashok Wahi on the board and then directly reported to him over a period of one year. I, must admit that it was truly a amazing phase and invigorating span of learnings that I had enjoyed under his leadership."

— **Gajendras Saini**, *General Manager, Spice Omnia BPO Seervices Limited*, reported to ASHOK KUMAR at SPICE CORP LTD.

"It is not my stature to recommend such a senior and competent professional, would rather share my learnings and growth while working with him. He has an eye to identify competence and talent and capability to groom and mentor them. He taught me how to recognize my own abilities and knowledge and guided me how to hone for my own growth and apply for the benefit of organization. He is an asset to BPO industry and carries futuristic vision. He can enable processes operating on basic level to escalate to the power of excellence by using a combination of true leadership and tools like COPC & Six Sigma."

— **Mandeep Kharbanda**, *General Manager, Spice BPO Services*, worked indirectly for ASHOK KUMAR at SPICE CORP LTD.

"Ashok Kumar Wahi is a Blend of the finest Management Thoughts, mixed with dash of IT & technical & garnished with a fine character, credibility & maturity to nurture the talent, manage the organisation & help every team member to grow. Regards, RAJESH SATYAL, 9810210690"

— **Rajesh Satyal**, *HEAD HR, INDIA'S LARGEST GROWING GROUP*, reported to ASHOK KUMAR at SPICE CORP LTD.

"Mr. Wahi had been a true mentor and guide. His knowledge is impressive in all the areas related to BPO."

— **Amit Bhargava**, *VICE PRESIDENT, OMNIA BPO SERVICES*, reported to ASHOK KUMAR at SPICE CORP LTD.

"It was a pleasure to have Ashok as a boss in the the period I was associated with him. He is an extremely sharp, learned, target oriented individual who also provides his subordinates an opportunity to learn and grow. His experience in the BPO's makes him an invaluable asset to take guidance from. He is an thorough professional with an ability to motivate his team to perform beyond their abilities."

— **Sourabh Saxena**, *Vice President, Bharti Teletech Ltd*, reported to ASHOK KUMAR at Spice Corp

"Mr Wahi has been a great leader and mentor. He is a person enriched with new ideas and innovations. he has been a great friend , philosopher and guide. Learnt a lot from him. I wish Mr wahi all the best."

— **Basab Bordoloi**, *Vice President, Dominos Pizza India Ltd*, reported to ASHOK KUMAR at Spice Corp

"I have worked with Mr. Wahi at Convergys and he is an excellent leader with a forward looking

approach and a firm understanding of the BPO landscape. I also engaged with Omnia BPO where Mr. Wahi was COO as a training service provider and the experience was similar. Mr. Wahi is an astute business leader who has the ability to provide thought & action based leadership to organisations in the IT & ITES domains."

— **Sunder Ramachandran**, *Managing Partner, WCH Training Solutions*, was a consultant or contractor to ASHOK KUMAR at Spice Corp

"Two things that stand out about Ashok: One, he combines business operations skills with that of managing IT, a rare combination, even today; and two, his genuine interest in people and enthusiasm to collaborate and share"

— **Shyamanuja Das**, *Editor, Dataquest, Cyber Media (India) Ltd*, was with another company when working with ASHOK KUMAR at Spice Corp

"Ashok is an outstanding senior management professional of immense experience backed by in-depth knowledge and a desire to continuously excel in all his endeavors. A unique combination of Operations, Technology, Account Management and P&L, he is a sure leader who can build any business successfully. Ideally suited for heading a mid to large size organization with aggressive ambitions to scale-up. I have interacted with Ashok for over 5 years now and have know him to be extremely humble and honest, a rare combination along with his achievements and experience."

— **Mahesh Punia**, *Director, South Asia, OmniTouch International*, was with another company when working with ASHOK KUMAR at Spice Corp

"Mr. Wahi is a professional with just the right mix of people focus and driving accountability. He is a very senior Corporate person who has always displayed integrity and commitment thus inspiring many with his Leadership style. Despite being a very Senior Leader his connect with every Manager and Team Leader was on a personal level. His faith in his team inspired them to reach for greater heights."

— **Renu Elizabeth Jamwal**, *Senior Manager, Convergys India Services*, worked indirectly for ASHOK KUMAR at CONVERGYS INDIA SERVICES LTD.

"Mr Ashok Wahi has been in very senior level roles across multiple functions in different organizations of repute. I respect him a lot for his business acumen, eye for detail and out of the box thought process. I have had the opportunity to work as a part of his team very briefly however I feel that he is a very strong leader and a great manager."

— **Gurudutt Narula**, *Director Operations, Convergys India Services Pvt Ltd*, worked indirectly for ASHOK KUMAR at CONVERGYS INDIA SERVICES LTD.

"Ashok was an excellent business partner with my company's overseas operation in India. He is results oriented, extremely knowledgeable and is well respected by his peers as well as those he

supports. I would recommend him to any comment where his talents are valued."

— **Richard Moccia**, was ASHOK KUMAR's client

"Ashok is a great person and a visionary with excellent leadership skills and a strategic understanding of critical business areas. He has the ability to inspire and motivate and has a rare blend of academic as well as practical business excellence."

— **Rajesh Narula**, *Chief Value Creator, www.micromarketers.net*, worked directly with ASHOK KUMAR at CONVERGYS INDIA SERVICES LTD.

"Mr Wahi has diverse experience across different functions and industries. He brings to the table excellent technical expertise and General Management skills. He would be as asset to whichever company he joins."

— **Rama Chawla**, *Senior Manager, Convergys India Services Private Limited*, reported to ASHOK KUMAR at CONVERGYS INDIA SERVICES LTD.

"Ashok is a detail oriented, mature manager, who made a difference by bringing together the multiple businesses such as the one I was managing. His strengths are high commitment, and willingness to go a long way to achieve the goals he sets for himself."

— **Manoj Khare**, *General Manager, Firstsource Solutions Ltd*, reported to ASHOK KUMAR at CONVERGYS INDIA SERVICES LTD.

"I have reported to Ashok for over a period of 3 years and would say that he is amongst some of the very best people I have worked for . He gives you the space to make your own decisions and learn . He also steps in at the appropriate times to give you direction and lends his support to help formulate a vision for the future . Ashok has the ability to spot talent and nurture it. He manages large teams very well and also gets them to bond well and share best practices across the board and across various departments of a company ."

— **Sanjeet Chadha**, *Senior Manager - Operations, Convergys India Services Ltd*, reported to ASHOK KUMAR at CONVERGYS INDIA SERVICES LTD.

"I had the privilege to be associated with Ashok during my stint with Convergys. One of the best senior resources available in the industry today with both expertise in managing large scale operations and in depth knowledge of industry and technology. As a leader, he always shared his knowledge and helped people develop their skills."

— **Ravi Lama**, *Operations Manager, Convergys*, worked indirectly for ASHOK KUMAR at CONVERGYS INDIA SERVICES LTD.

"I worked under Ashok's leadership for a fruitful year. Ashok supported the implementation of ideas with full confidence. He provided a generous platform for me and my team to test new waters. He

always used to come up with newer ideas and concepts and we used to enjoy executing in our part of business. I never had a dull moment in that tenure."

— **Vivek Khanna**, *Operations Director - International Ops, Convergys*, reported to ASHOK KUMAR at CONVERGYS INDIA SERVICES LTD.

"Mr. Wahi is a lively person, with high energy levels. His ability to ease down any chaos by using his analytic and problem-solving skills especially at taxing times, makes him a very strong leader. His professional challenges and commendable response to business issues have proved the fact that he is a very seasoned professional. Mr. Wahi likes to make a difference and is quite ambitious about it, not scared to experiment. He also possesses an excellent sense of humor, and the good sense to use it effectively."

— **Manoj Gupta**, *Director - Technology, Convergys India Services*, worked with ASHOK KUMAR at CONVERGYS INDIA SERVICES LTD.

"Ashok has been a very Inspiring leader who with his leadership style encourages people to go out and give their best. While being extremely detail and metrics oriented, he truly inspires through his humane and people inclusive style of leadership. In spite of the hierarchy of positions, he not only gave me an opportunity to independently handle a site's operation, he also cut across layers organization flab to establish direct communication channel with me. He is a strong believer in innovation and customer service and will back his team in all circumstances. I wish him all the best !!"

— **Ariz Rizvi**, *Senior Operations Manager, Convergys*, reported to ASHOK KUMAR at CONVERGYS INDIA SERVICES LTD.

"Ashok was an inspiring leader at Convergys India whose wisdom and foresight drove his teams forward. His success lay in being a great mentor and a strategist. I wish him all success."

— **Aparajita Sen**, *Director Operations, Convergys India Services*, worked indirectly for ASHOK KUMAR at CONVERGYS INDIA SERVICES LTD.

"Ashok is highly motivated leader with focus on targets and goals. He knows how to get the best from the team. His strategic thinking helped NIIT very well"

— **Vivek Vinayak Purekar**, *Divisional Manager, NIIT Technologies, Singapore & India*, worked with ASHOK KUMAR at NIIT TECHNOLOGIES, NIIT LTD.

"Ashok Wahi is a very meticulous planner and has great business acumen. He is always able to relate the Business and IT and uses IT solutions to enable business growth"

— **Anil Khera**, *Leading positions e.g. Delivery head, Director, WIPRO, NIIT, RAMCO system*, was with another company when working with ASHOK KUMAR at NIIT TECHNOLOGIES, NIIT LTD.

"Mr. Wahi is a detailed oriented Manager who never loses the sight of strategic vision. At Webtek he steered the company to a respectable position through his strategic vision and strong people orientation. Mr. Wahi, during his stint with Webtek added considerable value to the perceived value of the Organization. I highly recommend Mr. Wahi for Senior Management position."

— **Subroto Gupta**, *SAP Practice Head, ISS Consulting*, was with another company when working with ASHOK KUMAR at WEBTEK SOFTWARE PVT. LTD., NEW DELHI

"Mr. Wahi is a great team leader and a good communicator. He single-handedly set up a great team at Webtek and kept the team going even during a very uncertain time. It has been a pleasure working for Mr. Wahi."

— **Vikas Lamba**, *Analyst, Webtek Software/Techspan Software*, reported to ASHOK KUMAR at WEBTEK SOFTWARE PVT. LTD., NEW DELHI

"Ashok is a meticulous manager and works with foresight and diligence. He is bold and sometimes takes the uncharted path to accomplish tasks. He manages his team well as also his customers. He is a good communicator and a great guide - he is well known in the education circles for taking classes and mentoring students."

— **Balasubramanian S R**, *Manager, A F Ferguson & Co*, worked directly with ASHOK KUMAR at WEBTEK SOFTWARE PVT. LTD., NEW DELHI

"Ashok always impressed as a person who combined good technical knowledge with an appreciation of the business issues. He is a good leader, who his team can look up to and rely on. He guides them to achieve their tasks and protects them from pressures from top management."

— **Rajesh Kakkar**, *Business Manager, ICI India*, worked with ASHOK KUMAR at ICI INDIA LTD., NEW DELHI

"Ashok is a very sincere and hardworking person. He is balanced and pleasant person to work with."

— **Raj Nakra**, *Managing Director, Max-Gb Ltd*, was with another company when working with ASHOK KUMAR at ICI INDIA LTD., NEW DELHI

"Ashok is a strong team player. Has excellent human skills, puts in tremendous amount of hard work to achieve his goals. Has strong conceptual skills, does not lose sight of the big picture."

— **Nalin Kohli**, *Owner, India Business Strategy Group*, was with another company when working with ASHOK KUMAR at ICI INDIA LTD., NEW DELHI

"I consider myself very lucky to have come in contact with a leader like Mr. Wahi at a very initial stage of my career. His confidence, communication skills, energy level and management style always impressed me and everyone else in the organization. At a time when traditional management styles were mainly in practice, his way of management was quite ahead of time. He

always kept us motivated by providing great opportunities to work on challenging tasks. It was never easy those days to implement ERP in end user environments but it was amazing to see his capabilities in rejection handling and resolving deadlock situations."

— **Rajesh Nagpal**, *Systems Officer, Apollo Tyres*, reported to ASHOK KUMAR at APOLLO TYRES LIMITED, NEW DELHI

"Mr. Wahi was heading the IS department when I started my career in Nestle. I learnt a lot from his effective management style. He understood the requirements of the organisation and efficiently mapped the technology trends to deliver these requirements. He was a team player and believed in empowering his team. He has proved that he can manage large portfolio by taking up responsibilities of multiple departments in an organisation."

— **Amrita Gangotra**, *Sr. Project Manager, Nestle India Limited*, worked indirectly for ASHOK KUMAR at NESTLE INDIA LIMITED, NEW DELHI

"I've had the pleasure and privilege of working with Ashok for a number of years while he was with Nestle, Apollo and Vam Organics. I remember him well as a client who had excellent knowledge and clarity about his needs, an exhilarating intellect and a charm all of which combined to get the best out of me for his company."

— **Vinod Chopra**, *Owner, Vinod Chopra & Associates*, was a consultant or contractor to ASHOK KUMAR at NESTLE INDIA LIMITED, NEW DELHI

"Ashok was one of the leading CIOs in India and our publications, especially Dataquest and PCQuest, used to take critical inputs from Ashok on matters relating to deployment of IT in big corporates. He is a very affable person and interacting with him is always a pleasure."

— **Pradeep Gupta**, *Owner, Cyber Media (India) Ltd*, was with another company when working with ASHOK KUMAR at NESTLE INDIA LIMITED, NEW DELHI

"Ashok is a very reliable and rational person who brings a great deal of sense to whatever he does. As an IT person who goes back many years, he has been one person who has invested heavily in his own learning and has stayed up-to-date and current in a profession where others have gone obsolete."

— **Aneeta Madhok**, *Personnel Manager, SRF Limited*, worked with ASHOK KUMAR at SRF Limited

"I worked with Ashok at A.F.Ferguson and Co from 1979-82. Ashok is one of the brilliant person I have met in my professional capacity. He is smart, incisive and focussed. I certainly enjoyed my interaction with him and wish him the very best."

— **Satish Khorana**, *Deputy Director, Information Technology Solution and Services, UNICEF*, worked with ASHOK KUMAR at AF Ferguson & Co.

[Contact ASHOK KUMAR on LinkedIn](#)