

Mehraj Gulzar

Chief Growth Officer – Strategic Accounts, Americas

San Francisco, CA, United States | [LinkedIn](#) | [AI Portfolio & Deployed Apps](#)

Growth and P&L executive with 20+ years building and scaling technology-services businesses, currently leading a \$130M strategic-accounts P&L with hands-on AI fluency and enterprise transformation experience.

EXPERIENCE

Chief Growth Officer

Prodapt

Leading Prodapt's business with all strategic customers in the Americas

Nov 2024 — Present

San Francisco Bay Area

Senior Vice President

Prodapt

- Setting up & Scaling the Connected Platforms & Software / Technology Vertical for Prodapt globally
- Working with some of the worlds leading Technology companies in AR/VR, Artificial Intelligence and Embedded Software among others
- Additionally continuing to head the Communications business for LATAM leading our engagements with some of Prodapt's strategic customers

Apr 2021 — Oct 2024

San Francisco Bay Area

Vice President

Prodapt

Business Unit Head focused on Latin America, South Africa and high potential telecom ecosystem customers in the US. Leverage Prodapt's domain strength and DSP-specific next gen solutions in Robotics, Networks (SDN/NFV), Media and AI/ML (Networks, Customer Care, etc.) to drive innovation and cost reduction for customers and business growth for Prodapt

Apr 2019 — Mar 2021

Miami/Fort Lauderdale Area

Associate Vice President

Prodapt

Prodapt is a next generation digital service provider focused on the Telecommunications/DSP industry and is the fastest growing company in this segment.

As Business Head - Growth Accounts, driving growth across a portfolio of accounts in Latin America, South Africa and mid-cap telecom operators in the US through focused service offerings across RPA, IoT, SDN/NFV and next gen Digital Services

As Head of Sales Strategy & Enablement, work directly with the company leadership on Sales Targets, Business Plans, Company focus areas, Revenue forecasting, Performance benchmarks and other corporate goals. Responsible for all Sales support functions including Inside Sales, Sales Operations and Insights. Setup Sales & Account Management processes driven by industry best practices

As head of Insights (www.prodapt.com/insights) , primary goal of ensuring Prodapt is seen as a thought leader within Telecom and IoT. Key successes in this role include recognition for Prodapt from TMForum as a nominee for 'Digital innovator of the year', analyst mentions by Everest, Zinnov and Gartner and Prodapt being a top search result for common search terms like 'telecom RPA', 'B2B Provisioning', etc.

Feb 2016 — Mar 2019

Chief Growth Officer – Strategic Accounts, Americas

Prodapt Solutions

Grew Americas portfolio from \$95M to \$130M in 30 months while expanding EBITDA margins by 600+ basis points. Led 7 direct reports with dotted-line oversight of 2,000+ delivery professionals. Shaped a \$300M+ AI-led IT outsourcing program, built Latin America from \$0 to \$40M ARR, and scaled Connected Platforms & Software business from \$0 to \$19M ARR in 24 months. Personally prototype and deploy AI applications while leading enterprise AI transformations across marquee programs.

Feb 2016 — Present

San Francisco Bay Area

Director - HiTech and Manufacturing

HCL America

Led growth and new-logo acquisition for HiTech accounts across North America, shaping technology transformation opportunities and building executive relationships.

Aug 2015 — Feb 2016

Hartford, Connecticut Area

Client Partner / Portfolio Director

Virtusa

Led and expanded Manufacturing and ISV account portfolios, building trusted CXO relationships and driving strategic IT and product-engineering transformation programs for software and technology companies.

Apr 2013 — Aug 2015

Hartford, Connecticut Area

Business Consultant / Lead Business Consultant

Virtusa

Program Manager for multiple teams engaged in global software development. Managed large and complex projects for leading ISV's providing development and maintenance services including transformational greenfield initiatives.

- Managed a complex multi-year global agile program with a team of 100+ resources including client resources across 4 different locations for a greenfield development project

Apr 2010 — Mar 2013

Greater Boston Area / Chennai, India

- Designed a metrics-based program management methodology to accurately track and predict a \$30M capex program for a leading ISV for the legal industry
- Led a Business Process and IT reengineering engagement for a niche ISV in the urban transportation network sector
- Managed the requirements, design and development efforts for the relaunch of a high-traffic consumer facing website for a sports media company
- Owned weekly status reporting with the CEO and CIO and quarterly reviews with the Board of Directors

Marketing Manager - Developer Relations

IBM

Marketing role supporting IBM's business operations and strategy.

Jun 2006 — Jan 2007

Bengaluru Area, India

Software Engineer

Hewlett-Packard

Software engineering role contributing to HP's technology and product development.

Jun 2003 — Jun 2004

Systems Analyst

CrimsonLogic, Singapore

Systems analysis role supporting enterprise technology implementation and operations.

Jan 2002 — Jun 2003

Bangalore / Singapore

EDUCATION

Indian Institute of Management, Lucknow

PGDM in Strategy, Finance, Marketing

Activities and societies: - Exchange student at ESSEC, Paris

- Core member of 'PRiSM', Marketing group at IIM Lucknow

- Placement committee member (Controls)

- Strategy consulting contest winner at institute and national levels

Sep 2005 — Jun 2006

University of Madras

B.E. in Eletrical & Electronics

Sep 2000 — Jun 2000

IIIT Bangalore

PG Diploma, Information Technology

Sep 2000 — Jun 2001

Indian Institute Of Information Technology Allahabad

PGDIT in Information Technology

- Recipient of the Institute Medal for Overall Excellence from Dr. APJ Abdul Kalam, President of India

Jan 2000 — Jan 2001

St. Joseph's High College

Jan 1989 — Jan 1994

PROJECTS

Enterprise transformation initiative across marquee customer, AI-led IT Outsourcing Program

Shaped and led a major AI-led IT outsourcing program positioned as an exemplar for the broader organization. Personally prototype and deploy AI applications while reshaping delivery, services economics and commercial models across this strategic engagement.

Regional P&L creation and scaling, Latin America Business Launch

Built Latin America business from zero to \$40M in annual recurring revenue with over \$550M in total contract value.

Established market presence, built delivery capabilities, and created repeatable commercial models across the region.

Product-led growth initiative, Connected Platforms & Software Business

Launched and scaled global Connected Platforms & Software business from zero to \$19M ARR within 24 months across the U.S. and Europe. Pioneered product-led commercial models and won Prodapt's first product-led engagement with a major fintech customer.

CERTIFICATIONS

CompTIA Cloud Essentials, CompTIA

Mar 2015

MIT Professional Education Digital Programs Honor Code Certificate for Internet of Things: Roadmap to a Connected World, edX

SKILLS

Product Management · Business Consulting · Client Relationship Building · Program Management · Customer Relations · Business Strategy · Product Development · Product Strategy · Management Consulting · Customer Service · CRM · Business Development · Business Analysis · Product Marketing · Business Planning · Strategy · Software Development · Consulting · Leadership · Agile Methodologies · P&L Management · EBITDA Expansion ·

Enterprise Growth · AI Transformation · Strategic Accounts · Large Deal Management · Business Unit Creation ·
Geographic Expansion · Sales Leadership · Executive Stakeholder Management · Telecom · Fintech · Big Tech ·
Digital Transformation · Delivery Leadership · Product-led Growth · Platform Economics · Partner Ecosystems ·
M&A and Private Equity · Corporate Strategy