

## Management Committee



**Makarand Parkhi**  
Vice President -  
Global Pre-Sales

Makarand Parkhi, Vice President - Global Pre-Sales, Birlasoft comes with 18+ years of experience with various leadership roles including outsourcing solution management, large deal design & transformation consulting for clients in the Travel & Transportation, Utilities & Telecom industries. Most recently, he worked for Tech Mahindra Ltd. where he spearheaded deal shaping for large opportunities in the North America and UK markets.

Prior to Tech Mahindra Ltd., he worked for Hexaware Technologies, Satyam Computers, Ericsson Communication, Tata Honeywell and has a strong exposure and understanding of business/process transformation, sales life cycle, global delivery models (On-site/Off-shore etc) & SEI CMM level 5 quality processes.

Makarand holds an MBA in Materials & Marketing Mgt from SIBM, Pune and is a BE from College of Engineering, Pune.