

Mitesh Shah

SF Bay Area, CA



Mitesh Shah
VP, BU Head
Tech Mahindra

Mitesh is a passionate technology and sales executive leader with over two decades of experience building and leading high-performance teams, incubating high growth businesses ground up, engaging CxO community and enable a culture for high value customer centricity and employee delight.

He operates with high energy, positive mindset, extreme ownership and lead by example. He has spent over two decades in the Consulting and services business serving high value large Enterprise Hi-tech customers and built businesses solving business problems using technology solutions.

Currently at Tech Mahindra managing the region with strategic accounts and growing them at over 54% CAGR YoY for five years. Mitesh leads a team of Sales, Operations, Delivery and over 3000+ indirect members globally with offices operating from United States, Mexico, India, Singapore and the UK.

Prior to Tech Mahindra, Mitesh spent over a decade with HCL Technologies where he grew various large enterprise accounts to portfolio of \$100+ M with a global expansion of services.

He volunteers at local organizations and continues to mentor new sales members into the consulting world from time to time. He has spoken publicly at institutions on the topics related to passion at work, technology enablement, services mindset and customer centricity. He is also a keen Sales coach to various deals in the company from time to time. He lives by the ESG principles promoted at the work place and is keen to explore innovation in conservation of natural resources.

He holds a Masters from Madras University in Chennai, India and is a keen follower of macro economic developments.