

# Sanjay Pal

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Sanjay Pal serves as Vice President of Cloud Services at IBM which includes Watson, Cognitive, Analytics, Blockchain as well as Infrastructure and Platform as a Service Technical Sales.

Sanjay previously served as the Vice President of Cisco Advanced Services where he led a team of over 1,900 employees across three functions: The Global Program and Project Management Office, the Advanced Services Technology Office, and Solution Validation Services. These organizations provide best-in-class project and program management, an end-to-end approach to technology solutions, and large-scale systems and solutions testing for customers Digital Transformations.

Sanjay has a track record of leveraging emerging technologies and customer insights to pioneer game-changing portfolio of services and profitable business models. His transformative business strategies have generated remarkable growth across global markets.

Before serving in his current role, Sanjay created Global delivery strategy for \$3 billion business by driving the success of six Global Delivery Centers in India, China, Mexico, Poland, and the United States. Under his leadership, the organization grew to 3,000 top-talent Network Consulting Engineers, Solutions Architects, Project Managers, and Software Developers.

Over his distinguished 25+ year career in technology, Sanjay has shared his talent and leadership in and outside of the workplace. In addition to serving in a range of leadership and engineering positions at Cisco, he also pioneered the Distinguished Engineering Program, advocates for a diverse workforce through a multitude of women's and disability-focused initiatives, and is on the Board of Directors for the Council for Entrepreneurial Development. Sanjay was also recently appointed as the Executive Director of NACD (National Association of Corporate Directors) – Research Triangle Chapter, a non-profit focused on enriching the community with education of Board members in North Carolina.

His demonstrated integrity and authentic, purposeful leadership motivates teams to achieve record-breaking success.

Sanjay has an MS in Electrical and Computer Engineering from Louisiana State University, Baton Rouge, LA and a BS in Electronics and Communication Engineering from Birla Institute of Technology, India.