



Sanjeev Bhandari

Chief Strategy Officer | Global Sales, M&A & Transformation Leader

Location: Delhi, India
Web: sanjeevbhandari.com

Ph: +91 99006 11122
Mail: sanjeev170971@gmail.com

EXECUTIVE SUMMARY

A strategic business and technology leader with 29 years of global experience driving organisational growth through M&A, large-scale sales transformation, and cross-border strategy execution. Proven record of delivering multi-million-dollar growth, digital transformation, and operational excellence across Fortune 500s and publicly listed technology enterprises. Experienced in leading end-to-end due diligence, investor relations, global expansions, and complex negotiations in North America, Europe, the Middle East, and Asia.

Core Competencies:

Global Strategy Management, M&A Execution, Technology Transformation, P&L Leadership, Digital Strategy, Investor Relations, AI/IoT, Risk Governance, Large-Deal Sales, Organizational and Digital Transformation

STRATEGIC HIGHLIGHTS

Focus Area	Key Achievements
M&A and Growth Strategy	Led inorganic growth across 4+ strategic acquisitions and partnerships; managed \$750M market cap portfolio targeting 30% YoY growth.
Global Expansion	Established multi-country footprints across NA, MEA, and APAC; spearheaded new market entries and partnerships.
Technology Leadership	Drove VisionAI, drone, and cybersecurity initiatives; oversaw SaaS and data analytics modernization programs.
Revenue & Deal Leadership	Closed \$10M+ in new business; delivered 55% growth in global procurement and transformation functions.
Governance & Transformation	Architected and executed large-scale change management programs improving efficiency and cost optimization by up to 25%.

PROFESSIONAL EXPERIENCE

Chief Strategy Officer – Groupwide

Magellanic Cloud India Pvt. Ltd. (BSE/NSE Listed)

May 2024 – Present

Magellanic Cloud pioneers digital transformation across AI, IoT, e-surveillance, staffing, and drone-based solutions, with a global footprint spanning India, Singapore, Dubai, Canada, and the U.S.

- Lead enterprise-wide strategy, global partnerships, and technology investments across subsidiaries including IVIS, Scanalitix, Motivity Labs, Finoux, and Scandron.
- Directed M&A evaluations, due diligence, and post-integration efforts, securing **\$10M+** in new business and completing four successful transactions.
- Defined the vision and roadmap for next-generation technologies and new market entry initiatives.
- Spearheaded North American expansion, winning high-value enterprise and federal contracts.
- Partnered closely with the Board and subsidiary CEOs to align strategic objectives, governance models, and performance outcomes.

Executive Vice President – Global Strategy & Sales

HelixSense Inc.

Aug 2019 – Apr 2024

Digital transformation firm in asset and facility management with AI/ML-enabled IoT platforms and ISO 55K compliance.

- Directed strategic sales, digital transformation, and global partnerships.
 - Delivered **100M sq. ft.** in asset digitization and expanded pipeline to **50M sq. ft.** within a two year.
 - Developed and launched pandemic-era IoT products in India, scaling to global markets.
 - Negotiated Fortune 100 and mid-market partnerships across the U.S. and EMEA regions.
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Global Vice President - Procurement & Transformation
HCL Technologies

Feb 2017 – Jul 2019

A \$10B global technology leader serving enterprises across 45 countries.

- Managed **\$800M portfolio**; achieved 55% growth and 9% YoY cost savings.
- Delivered global automation projects using **Ariba** and **procurement analytics**.
- Drove transformation initiatives across FM, Security, and Infrastructure; improved margins by 12% for Global deployment and digital transformation.
- Served as strategic advisor to CFO's office and led multi-country negotiations for vendor consolidation, review investment projects and revised standards with innovation.

Vice President – Procurement (India & Philippines)
Accenture Services

Jan 2011 – Feb 2017

- Directed **\$350M portfolio** and 100-member team delivering 10% YoY savings and 95% spend under management.
- Executed multi-country outsourcing and transformation projects across HR, FM, and IT categories.
- Led CSR and sustainability programs, including the award-winning **SEWA Initiative** (INR 25M annual impact).

Head Global Procurement
Deloitte Consulting (U.S. Firms)

Dec 2006 – Jan 2011

- Managed procurement for U.S. firms' operations and expansion in India, driving 15% savings on **\$250M spend**.
- Delivered infrastructure projects (0.5M sq. ft.) across 4 cities with record cost and time efficiencies.
- Integrated category management and governance across U.S. and India entities.

EARLIER CAREER

Held leadership positions with **HSBC-EDPI, Coforge, Concentrix, Innodata, Delphi Automotive, and Hero Honda**, driving outsourcing, procurement transformation, and technology adoption across India and APAC.

EDUCATION & CERTIFICATIONS

- **B.Tech (Hons), Mechanical Engineering** – NIT Kurukshetra, India
 - **Executive Leadership Program** – IIM Calcutta, India
 - **Certified Procurement Manager (CPM)** – Institute of Supply Management, USA
 - **Certified Procurement & Supply Chain Manager (CPSCM)** – University of Houston, USA
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SME Consulting/ Advisory

M&A Execution | Global Expansion | Governance Leadership | Investor Communication | SaaS and AI Strategy | Strategic Transformation | Technology Commercialization | High-Value Sales Leadership