

## Contact

305 Danor Court  
Chesterbrook PA 19087 USA  
+1 (408) 206-9085 (Mobile)  
sunil@kanojia.com

[www.linkedin.com/in/kanojia](https://www.linkedin.com/in/kanojia)  
(LinkedIn)

## Top Skills

Business Strategy  
Product Development  
Digital Marketing

## Languages

Urdu (Elementary)  
English (Full Professional)  
Hindi (Native or Bilingual)  
Punjabi

## Certifications

PMP

## Honors-Awards

ECE Star Award

# Sunil Kanojia

Co-Founder at Swaasthya Inc.  
New York

## Summary

Teach, Train and Treat (Heal) our body-mind-consciousness using Ayurveda, Yoga & Meditation ♀#o# Swaasthya, for our Life, Healing & Longevity.

An accomplished Product-Program management executive with vast experience in successfully managing new markets, P&L, client relationships, program management, delivery of mega projects, talent sourcing and team leadership.

Uphold principles of secularism, transparency, and accountability in all of my activities. Create enterprise and shareholder value through Strategy Planning and its Execution for stated Deliverable/Goals

Specialties: 1. Turnaround/re-structuring/re-engineering strategies and implementation

2. New Products Introduction [NPI], PLC, processes [SCM] improvements.

3. Mega/Complex/Global People-Program-Project management  
4. Business Solutions & Applications Architecture, IT/Technology Management

5. Internal Change Management, Organizational development  
6. Outsourcing/Offshore relationship development

Most of all, I am proud to be father to my two Eagle Boys Scots. Thank you CAP (Civil Air Patrol) & BSA (Boys Scout of America) communities for the opportunities to learn & serve - "Citizens Serving Communities". #SunilKanojia

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## Experience

Swaasthya Inc.  
Co-Founder  
October 2019 - Present (2 years 7 months)  
Short Hills, New Jersey, United States

Swaasthya (a registered trademark in USA) will be an organic wellness center that focuses on preventive healthcare through Ayurveda. At Swaasthya, eco-friendly and organic products will be used for the services, sales and in-house use. Swaasthya is proud to speak about its distinctive ambience created to give soothing, relaxed and well being effects. The very existence of Swaasthya begins with the theme,

ॐ सर्वे भवन्तु सुखनि:  
सर्वे सन्तु नरिमयाः ।  
सर्वे भद्राणपिश्यन्तु मा कश्चदिदुःखभाग्भवेत् ।  
ॐ शान्तिः शान्तिः शान्तिः ॥  
All May become Happy,  
May All become free from Illness.  
May All see what is Auspicious,  
Let no one Suffer.  
Om Peace, Peace, Peace.

Cognizant

Senior Manager - Digital

May 2019 - May 2020 (1 year 1 month)

Greater New York City Area

1. Global leader in Beverage: Responsible for one of the Value Stream of Legacy Integration for global SAP H4 Hana rollout

2. Double digit billion dollar, no-for-profit Healthcare organization, making positive difference in millions of American: Responsible for Care Management (running-the-business using Digital Technology)

Capgemini

Release Manager (Digital Marketing & Sales - Program Management)

January 2018 - March 2019 (1 year 3 months)

Harrisburg, Pennsylvania Area

Digital Customer Experience, eCom portal & Growth Marketing at TE Connectivity (\$14b)

Release Manager - Digital Marketing and Sales Teams (introduced release management)

Technology: Adobe AEM, Oracle Endeca, SAP Hybris & Salesforce

ITOrbital Inc.

Program Manager

April 2015 - December 2017 (2 years 9 months)

Portland, Oregon Area

1.

Affordable Care Act (ACA) based alternative healthcare and wellness product-  
programs for high-  
risks patients using technology based solutions on iPhone. Targeted  
organisations - Salem Hospital (Provider) and Kaiser Permanente (Insurance/  
Payer) while taking the side of Patients

2. Cloud intelligence solutions for nano-business.

American India Foundation

Development of North-West Region (USA)

October 2015 - May 2016 (8 months)

Greater Seattle Area

Not-for-profit: Identifying 1st set of High Networth Individuals interested in India  
focused philanthropic activities & organized fund-raising events for different  
AIF programs-campaigns-causes.

Mphasis

Global Solutions Leader

June 2013 - March 2015 (1 year 10 months)

Greater New York City Area

A HP Company: Solution Architect, PM & Business Analyst for Global  
Accounts (Pfizer, FedEx, CBRE, Blackstone Group, Prologis and JP Morgan &  
Chase).

NTT (Nippon Telegraph and Telephone Corporation)

Global Program Manager

October 2008 - March 2013 (4 years 6 months)

Greater New York City Area

- Enterprise WAN & Data Centre based IT Infrastructure, including Global NOC and Managed Services: Managed new business delivery and client services related to global Network Infrastructure, Software Defined Networks, Data-Centers, Security, Big-Data and Hybrid Cloud services using ITIL to key four strategic accounts worldwide. Continue Emerio Corp. services integration with NTT [NTT America]
- Responsible to launch Managed Services multi-programs related to Infrastructure and ERP Application Services (IMS, AMS, HD & ITO/TSO) such as SAP in USA. CRM for HP, Dell and Citibank (ITIL) besides developing LBS product for healthcare 2010 market (GSM, CDMA, Oracle11g, .NET)

- HP Service Management for the Global Delivery Operations (ITO) 400+ people in KL; 200+ people in Philippines; Operations in India with 200 people. Global Team of Delivery Managers, Leads, Service Management Executives, QA/Metrics teams, etc. Responsible for HP client engagement and quality process initiatives (like ISO, CMMI, ITIL, Lean Six sigma Green belt) & other Quality assurance activities for the organization. Seven direct reports. [Emerio]

**Siemens Healthineers**

**R&D Manager**

August 2003 - September 2008 (5 years 2 months)

Malvern, PA

Release Manager (Soarian, MED meets IT product initiative of Siemens Medical): Successfully managed four (out of five) Siemens Health Services global leadership assignments in five consecutive years developing HIS for 400+ beds hospitals. Received two Siemens President Awards for outstanding performance in PLM & SCM. Subject Matter Expert & user of Primavera project management tool.

**MphasiS, a HP company**

**Program Manager**

September 2001 - August 2003 (2 years)

New York, NY

- Sr. Project Manager cum Business Analyst at Pfizer, New York NY
- Sr. Business Analyst & Quality Manager at JP Morgan Chase, Hicksville NY
- Technical cum Business Analyst at FedEx, Memphis TN
- Business Manager at Charles Schwab, SFO + Santa Monica, CA

**Data-Core Systems Inc.**

**Manager - West Coast Operations**

February 1999 - August 2001 (2 years 7 months)

San Jose, California

- Bay Area: New Business Development for IT Services, Staffing and Projects with Microsoft, CISCO, Oracle, SCO-UNIX, VISA and several technology start-ups.
- Human Capital Management of 98 resources including screening, interview, recruitment, on-boarding, performance tracking, bench management, and issues-risk management

**NIM Consulting Pte Ltd.**

**Director-Singapore**

June 1997 - December 1998 (1 year 7 months)

Product-Business clients: DirectTV, Black & Decker, HP, Apple, Charter Semiconductor, NEC & Venture Manufacturing for high-tech high-end contract business both on-site, off-site and offshore projects

### **Essar Cellphone + Swiss PTT**

**Head-Rajasthan Circle-India [Director-Business Operations]**

October 1996 - June 1997 (9 months)

Jaipur Area, India

Completed 1 year contract in 9 months:-

- Ground-up & established GSM network, GSM Products & Services launches, setup of customer care centers; built internal organization, direct sales teams and sales channel through multiple programs and projects. Started with 3 core team and planned, recruited, trained & built an organization of 137 professionals in 7 cities. P&L \$ 3m responsibility & targets achieved
- Launched services in 7 cities before projected schedule, only circle, of 5 where Essar led the Indian market

### **Pertech Computers Ltd**

**Head-International Business Group**

June 1993 - August 1996 (3 years 3 months)

India's #1 PC manufacturer & India's #1 Laptop Motherboards exporter to DELL in the early 1990s

### **Hero Honda Motors Ltd.**

**Head-National Marketing Manager (Strategic Planning & Deployment)**

August 1992 - June 1993 (11 months)

New Delhi Area, India

National Market Planning, PLC, Media Campaign/Launch, Services/Parts, Dealers/Distribution Logistics (including DMS) & Advertising and Promotions

### **TVS Motor Company**

**Head-Business Strategy Planning & Implementation (MSE & Technology)**

April 1986 - August 1992 (6 years 5 months)

Hosur Area, India

IND-Suzuki Limited / TVS-Suzuki Ltd. [Bangalore, Delhi, Chandigarh]

Sundaram Clayton Limited [Moped Division] Hosur & Padi (Madras), TN

Manufacturing Systems Engineering, New Products & PLCs, TQM, DMS, Area Sales Manager

## Education

Indian Institute of Management Ahmedabad

MBA, Business Management & Systems

Delhi College of Engineering

BE-Electrical Engineering, Electricals & Electronics

University of Warwick

Manufacturing Engineering

Project Management Institute [PMI]

PMP®, Project Management Professional · (2001 - 2003)

American Society for Quality [ASQ®]

CQM/OE, Certified Quality Manager/Organisation Excellence · (2003 - 2009)