

LiveMint, India: Ramkumar Ramamoorthy Named as Cognizant India's CMD



"Given our ahead-of-the-curve investments in digital, Cognizant is well positioned to capitalize on this substantial market," says **Ramkumar Ramamoorthy**, CMD, Cognizant India.

Excerpts from LiveMint's article:

"Nasdaq-listed Cognizant Technology Solutions Corp. named Ramkumar Ramamoorthy as chairman and managing director of Cognizant India on Tuesday. Ramamoorthy, a Cognizant veteran with over 21 years experience in the company, has risen up the ranks to report to the global executive committee. In an interview, he spoke about his journey, priorities and the demand environment. Edited excerpts:

What are your immediate priorities as the new head of India operations?

I have three key priorities. The first is to build a management committee and an operating committee in India to further strengthen our operations across 13 cities, drive greater diversity and inclusion, and extend our corporate citizenship efforts. The second is to strengthen all corporate functions in India to enable the most admired delivery engine in the world, blending efficiency and innovation, while driving high levels of client satisfaction. And given the digital disruptions happening across industries, the third priority is to sustain our position as an employer of choice in campuses and the lateral market, and extend our recruiting engine beyond engineering and management to data science, artificial intelligence (AI), information security, internet of things (IoT), and human sciences.

Give us a sense of the nature of deals and sizes. Which markets are you focusing on?

As investments are shifting to digital, client engagements are becoming more project oriented, which means more contracts with lower total contract value. To win in this new model, Cognizant account teams are building relationships with the broader C-suite, as budget owners, decision-makers and influencers extend beyond the CIO. Likewise, we are building more consultative selling skills, more digital talent, more intellectual property and thought leadership aligned by industry vertical. In the last 18 months alone, we have reskilled and upskilled more than 140,000 of our employees."

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Additional coverage on Ramamoorthy's new position can be found at the [Times of India](#) and [The Hindu](#).

<https://news.cognizant.com/2019-09-18-Ramkumar-Ramamoorthy-Named-as-Cognizant-Indias-CMD>