

# AMIT PATEL

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## HIGHLY ACCOMPLISHED, INNOVATIVE BUSINESS STRATEGIST KNOWN FOR SUCCESSFULLY DRIVING TRANSFORMATIONS

### Professional Summary

Career distinguished by thought leadership and broad-based expertise in improving and maximizing organizational efficiency and productivity through transformation (digital, HR, and organizational). Skilled in partnering with “C” Suite and senior-level executives to build and deploy innovative strategies that serve as the foundation for sustained growth. Extensive experience working with Fortune 500 organizations as well as Start-ups,

### Major Accomplishments

- **Partnered with NetApp’s** senior executives in formulating a corporate strategy for Global Pathways designed to increase annual revenue **by \$2 Billion in 3 years**.
- **Facilitated strategic workshops** with NetApp senior executives designed to enhance partner alliance (**Cognizant, Infosys, Tata Consulting Services, Wipro, and WWT**) relationships, increase investments for joint ventures, and generate **\$150 Million in new revenues**.
- **Partnered** as a **strategic advisor** with Baxalta’s “C” level executives, and Business HR partners in supporting a **\$29 Billion divestiture** from Baxter, and subsequent acquisition integration with Shire, **impacting 25,000 employees globally**.
- **Partnered with BNP Paribas and Bank of the West’s** Global Executive team in directing a much-needed strategic initiative to digitalize and modernize their leading technology systems resulting in **\$18.4 million annual projected revenue**.
- **Collaborated with Wells Fargo** senior executives in directing merger integration effort with Wachovia Bank, and creating a new entity, Wells Trade, which has **\$28 Billion Assets Under Management (AUM)**, **400K** customers, and **generates \$82 Million in revenues annually**.
- **Spearheaded Proctor & Gamble’s (P&G)** strategic transformation initiative to standardize the SAP platform across **five continents**.
- **Managing Director of consulting firm, Scient**, which pioneered in developing digital strategies to help clients **create an online presence in the very early stages of eCommerce evolution**.

### Professional Experience

MYTHOS GROUP | SAN FRANCISCO, CA  
FOUNDER AND MANAGING DIRECTOR

2003 – PRESENT

*A boutique management consulting firm that works with Fortune 100, Fortune 500, and Start-Ups worldwide on Strategic Planning, Transformation (Digital, HR, Organizational), Leadership Development, and Talent Management initiatives.*

### SELECT CLIENT ENGAGEMENTS

- **NetApp/Global Pathways**  
**\$6B channel distribution group for NetApp** (Cloud computing company) with **150 global and 2000 regional partners**. **Retained to build an effective business strategy to increase global corporate revenue.**
  - **Defined, focused, and clarified strategic vision for Global Pathways to successfully scale annual revenues.**
  - **Advised HR Business Partner** in helping to reduce operating costs while increasing organizational efficacy and reconciling Global Pathways organizational structures, digital capabilities, and resources.

- **Kaiser Permanente - Northern California Revenue Cycle  
National Healthcare Provider**  
**Retained to lead initiatives to improve performance of client's HR and Training organizations supporting 1800 employees and another 9000 employees indirectly.**
  - **Facilitated workshops for 10 designated internal groups to conduct SWOT analysis which served as input to create a strategic roadmap improving organizational efficacy, capabilities, and competencies.**
- **Baxalta/Shire**  
**Biopharmaceutical Leader in developing treatments for rare diseases.**  
**Retained to: orchestrate a global transformation initiative involving the divestiture of Baxalta from Baxter and subsequent acquisition by Shire, affecting 22,000 employees in over 100 countries.**
  - **Served as a strategic change advisor to executives. Work Councils and external vendors to identify change impacts, and develop a transformation roadmap for organizational realignment, career frameworks, and cultural assimilation.**
- **Mondelez International**  
**International CPG company with annual revenue of \$26 Billion, and operating in approximately 160 countries.**  
**Retained to: spearhead a global transformation initiative to create a centralized global shared services center.**
  - **Directed the rollout of a centralized global shared services center impacting 110,000 employees with forecasted savings of over \$500 Million over three years.**
- **BNP Paribas/Bank of the West**  
**7th largest international bank headquartered in Paris, France, and its US-based subsidiary.**  
**Retained to: direct a strategic digital transformation initiative impacting 400 branches, and 6,000 employees.**
  - **Led the Multichannel CRM (MCCRM) Task Force comprising of 5 workstreams and 16 projects forecasted to produce \$18.4 Million in annual revenue.**

### Early Career

Scient, San Francisco, CA, *Managing Director*  
 PeopleSoft, Pleasanton, CA, *Practice Director*  
 Andersen Consulting (Accenture), San Francisco, CA, *Senior Manager*  
 Coopers & Lybrand, Arlington, VA, *Manager*  
 American Management Systems, Arlington, VA, *Business Analyst / Team Lead*  
 ICS, Tyson's Corner, VA, *Business Analyst*

### Education & Professional Development / Certifications

JOHNS HOPKINS UNIVERSITY CAREY BUSINESS SCHOOL  
 Master of Administrative Science Degree in Strategic Planning & Organization Development

UNIVERSITY OF MARYLAND  
 Bachelor of Science Degree in Computer Science

UNIVERSITY OF BOMBAY  
 Bachelor of Science Degree in Accounting & Economics

Organization Design Community (ODC) – **Organizational Design Program Certification**  
 William Bridges & Associates (Linkage, Inc.) – **Leading Organizational Transitions (LOT), Train-The-Trainer**  
 Prosci Learning Center – **Change Management (ADKAR) and Advanced Change Management**  
 Project Management Institute (PMI) – **Project Management Professional (PMP) Certified**

### Publications

Amazon.Com: [Turning Ideas Into Impact](#)  
 Thought Leadership Blog Posts: <https://mythosgroupinc.com/blog/>