

Coverage Report

Mphasis appoints Mike Meyer as Head of Strategic Sales
November 14, 2024

Online

The Economic Times

[Mphasis appoints former Cognizant executive Mike Meyer for strategic sales](#)

Mid-sized IT services player Mphasis announced the appointment of former Cognizant executive Mike Meyer as head of strategic sales. Meyer will lead cross-functional deal execution teams to drive closure on large and strategic deals, it said.

“In this role, Mike will spearhead strategic deals in collaboration with various business units, enhancing overall growth, alignment, and effectiveness. He will be responsible for pipeline development along with end-to-end sales cycle management to optimize market opportunities for high-value contracts,” Bengaluru-headquartered Mphasis said in a statement.

“Aligned to our focus on large deals and strategic sales, I am delighted to welcome Mike to the Mphasis executive leadership team. With his extensive expertise in guiding organizations towards winning strategic deals, Mike will play a critical role in driving our key growth priorities forward,” said Nitin Rakesh, CEO and managing director, Mphasis.

With over 25 years of work experience, Meyer spent more than 22 years at global IT giant Cognizant which he quit in 2022 as global head for strategic engagements building the practice that grew into a multi-billion-dollar contributor of closed contract value annually.

Prior to Mphasis, Meyer had a brief two-year stint at Capto Consulting where he spearheaded provider-side service offerings primarily focused on building go-to-market strategies, large deal capabilities, industry best practices, and transformation of sales teams to fuel the growth of developing enterprises.

On his appointment at Mphasis, Meyer said, “I’m confident that our efforts will drive growth through transformational deals that align with our clients' business objectives.”

For the September quarter of FY25, Mphasis reported a 4.6% sequential increase in net profit for the quarter ending September. The net profit stood at Rs 423 crore, up from Rs 404 crore in the first quarter. On a year-on-year (YoY) basis, net profit was up by 8%. Revenue rose by 3.3% sequentially and 7.9% YoY to Rs 3,536 crore.

During the period, the firm secured a total contract value (TCV) of \$207 million, which includes three large deals

TechCircle

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“Aligned to our focus on large deals and strategic sales, I am delighted to welcome Mike to the Mphasis executive leadership team. With his extensive expertise in guiding organizations towards winning strategic deals, Mike will play a critical role in driving our key growth priorities forward,” said Nitin Rakesh, CEO and Managing Director, of Mphasis.

“I am pleased to be joining Mphasis and look forward to collaborating closely with the leadership team to shape strategic opportunities. I’m confident that our efforts will drive growth through transformational deals that align with our clients' business objectives,” said Meyer.

With over 25 years of experience, Meyer has spent his career building practices and teams to drive top-line growth for Global 2000 enterprises. He has a strong track record of market development, global sales leadership, large deal pursuits, and mergers and acquisitions.

In his previous stint at Capto, Meyer spearheaded provider-side service offerings primarily focused on building go-to-market strategies, large deal capabilities, industry best practices, and the transformation of sales teams to fuel the growth of developing enterprises.

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The company in October appointed Jan Kathleen Hier as the new Chairperson of its Board succeeding Davinder Singh Brar, who retired on September 30. Hier brings extensive leadership experience to Mphasis, having previously served as Chief Information Officer and Executive Vice President of Human Resources at Charles Schwab. With over twenty years in the industry, she has a proven track record in driving innovation and managing large-scale operations.

BusinessWorld**[Mphasis Appoints Mike Meyer As Head Of Strategic Sales](#)**

Mphasis, an Information Technology (IT) solutions provider specialising in cloud and cognitive services, has appointed Mike Meyer as Head of Strategic Sales. He will lead cross-functional deal execution teams to drive closure on large and strategic deals.

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With over 25 years of experience, Meyer has spent his career building practices and teams to drive top-line growth for Global 2000 enterprises. He has a strong track record of market development, global sales leadership, large deal pursuits, and mergers and acquisitions. In his previous stint at Capto, he spearheaded provider-side service offerings primarily focused on building go-to-market strategies, large deal capabilities, industry best practices, and transformation of sales teams to fuel the growth of developing enterprises.

Prior to Capto, he was Cognizant’s Global Head for Strategic Engagements. Over his 20+ years at there, he built the Strategic Engagements Team (SET) practice that grew into a multi-billion-dollar contributor of closed contract value annually.

YourStory

[Startup news and updates: Daily roundup \(November 12, 2024\)](#)

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[Print](#)

The Times of India

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Bengaluru: Mphasis has appointed Mike Meyer as head of strategic sales. Meyer will lead cross-functional deal execution teams to drive closure on large and strategic deals. In this role, he will spearhead strategic deals in collaboration with various business units. TNN

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November 12, 2024	The Economic Times	Mphasis appoints former Cognizant executive Mike Meyer for strategic sales
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November 12, 2024	Finextra	Mphasis appoints Mike Meyer as head of strategic sales

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