

Ajay Joshi

PARTNER, SALES OPERATIONS

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Ajay helps organizations revitalize and reconfigure business processes using a “systems” approach to both drive decision making and build resilience.

Ajay recognizes that organizations tend to reactively operate in “silos” that divide functional areas, especially in turbulent times - and understands that these silos stifle the needed interaction, cross-communication and planning, and ultimately hinder the ability of leaders to address the situation effectively. He partners with businesses and develops processes and methods to ensure leaders across functional areas effectively collaborate.

EXTENSIVE EXPERTISE IN:

Building resilience within organizations

Operations excellence tied in with all other functional areas

Effective cross-functional planning

Re-configuring business processes

Developing pricing and compensation models

Ajay comes from a Fortune 50 and FTSE 100 background; he worked in a variety of operations, sales, marketing, and technology senior leadership roles during his corporate career at Honeywell and Johnson Matthey. He also has worked successfully with smaller startup organizations to drive their business results.

Ajay holds advanced degrees in engineering and management from the University of Texas at Austin and the University of Pennsylvania.

KNOWN FOR:

Sales & operations planning & process development

Goal setting & metrics

Forecasting

Sales excellence

