## **i-GATE NEST**



Shail Khivara Managing Director, ProfitClouds

Shail Khiyara is a hands-on, high energy executive with a strong US and international track record of growing privately held technology startups, as well as, public companies.

As the founder of ProfitClouds, Shail serves as an executive level counsel to tech-based B2B and B2C companies in the areas of marketing strategy, customer retention and profitability, social media marketing, brand positioning, product portfolio and direction, channel strategies, go-to-market planning and implementation.

Khiyara brings rich executive leadership expertise to iGATE coupled with a strong technology background. Most recently Shail served as the Chief Marketing Officer for Taleo where he drove topline growth by 30%, increased market cap by \$460M and drove strong customer growth within this Software as a Service business.

Before joining Taleo, Khiyara was Senior Vice President and General Manager at i365 the cloud services business unit of Seagate Technologies. There he drove innovative product positioning and marketing, put a successful channel strategy in place resulting in 40% revenue growth in 12 months.

Previously, Khiyara was Managing Director at VeriSign where he established the European go-to-market strategy and managed VeriSign's brand and product positioning, sales, marketing and operations in Europe growing the business by 62% in 18 months. His prior experience includes leadership roles at Autodesk and Bechtel where he helped drive the strategy for Bechtel's Energy and Infrastructure business.

Mr. Khiyara is also a founding member of the Cloud Security Alliance which promotes best practices for providing security assurance within Cloud Computing. He holds an MBA from Yale University, completed the Strategic Leadership Program from Harvard Business School and has an MS in Engineering. Shail resides in the Bay Area and has a broad range international experiences as well in Europe, Middle East and Asia.