

Viren Agrawal

Head of Services Sales at Fujitsu Americas

Viren Agrawal is executive vice president and head of Services Sales for Fujitsu Americas. In this role, Viren leads sales for Digital Services and Incubation, Business and Application Services, Managed Infrastructure Services, and Enterprise and Cyber Security businesses. He also oversees specialized sales teams including industry experts, sales for Japanese Originated Companies (JOC) and pre-sales engineers.

Prior to his appointment in 2017, Viren served as head of Managed Infrastructure Services for Americas, where he oversaw the successful transition and transformation, delivery management and strategic engagement for many of Fujitsu's largest customers in the region.

Previously, Viren was vice president of Strategic Accounts, where managed large accounts including the chief technology officers for Fujitsu Americas' largest clients. In this role, Viren led IT service delivery for key strategic accounts and was tasked with driving account growth and service delivery programs for North America. Under his leadership, the business achieved improved service levels and profitability through enhanced delivery controls. With an eye on efficiency, Viren streamlined the contract and financial governance across multi-year contracts and formalized external reporting to customers. He also led the Service Delivery Excellence Program to inspire and train new service delivery managers inside the Americas.

Viren brings more than 20 years of experience in IT Services, primarily in Sales and leadership roles, having led regional and offering Sales teams in Asia, Europe and Americas. His areas of expertise include service delivery excellence, transition and transformation, governance, service level management and global delivery of outsourcing engagements.

Prior to joining Fujitsu in 2010, Viren worked at IBM, where he managed several consumer packaged goods, retail and manufacturing global

engagements across various locations worldwide. Earlier in his career, Viren worked with several global IT Services companies including HCL Technologies, Tata Consultancy Services and Hughes Software, where he led product management functions for global products in areas of software testing, test automation and GUI development.

Viren received his bachelor's degree in engineering and a master's degree in planning from Indian Institute of Technology, India. He received his Master of Business Administration from the Cox School of Business, SMU at Dallas.

Viren lives in Dallas, Texas, and travels extensively across the world.



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