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Mumbai, MH, IN

# Amit Parihar

## BUSINESS DEVELOPMENT

### EDUCATION

#### Master of Business Administration

Southern New Hampshire Univ : 2009–2011

Operations Management

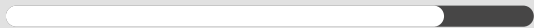
#### Bachelor of Engineering

Mumbai University : 2001–2005

Mechanical Engineering

### SKILLS

#### Business Development



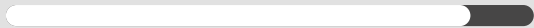
#### Strategic Management



#### COE Head



#### Digital Transformation



### REFERENCES

#### Mr. Pratish Mehta

Onward Technologies Inc

President – Healthcare

#### Mr. Jagdish Moorjani

CitiusTech Healthcare Technologies

Former COO and Co-Founder

### PROFILE

Amit is a highly proficient value creator with understanding of business development, portfolio management, agile SDLC, HRM, quality management and practice consulting. Amit has consistently demonstrated reliability, competence and a focused approach towards strategic priorities. Having successfully led numerous fast paced agile programs, his expertise encompasses digital transformation initiatives, agile transformation, AI ML driven consulting and ensuring high-quality results that meet the unique needs of each project and client.

### EXPERIENCE

#### Onward Technologies

2025

#### Business Development Manager

Grow business for Onward Technologies Healthcare and Lifesciences vertical with a strategic focus on US healthcare market

- Design and support entire sales cycle.
- Create customized account plan for customers solving their specific needs..
- Manage and strengthen relationship with customers to be a preferred strategic partner and advisor to our clients
- Support lead generation, marketing and packaging our service offerings.

#### CitiusTech Inc

2016–2024

#### Senior Manager

- Managed P&L for performance engineering service across BU's and identified key industry trends for driving business growth.
- Led product engineering team to deliver high-quality products.
- Provided thought leadership in capturing and retaining intellectual capital associated with current and potential new service offerings.
- Consulted with clients across markets on best practices and solutioning for complex business challenges