

Vikram Grover

Enterprise IT Transformation & Growth Leader

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LOCATION

Toronto, Ontario, Canada

COVERAGE

North America

SUMMARY

Consulting depth. Commercial *ownership*.

Enterprise technology and commercial leader with 20+ years of experience across consulting, transformation, product leadership, and North American enterprise sales.

Career developed at the intersection of enterprise technology strategy, complex transformation, and commercial growth. Works with CIOs, CTOs, CFOs, and business leaders to modernize technology landscapes, optimize investment, and establish scalable platforms for future growth.

Consulting foundation at PwC and Cognizant Business Consulting shaped a structured, business-first approach. Today, as Sales Director for Enterprise Apps at LTM — covering Microsoft Business Applications, Pega, Appian, and low-code and integration platforms — combines that consulting perspective with commercial leadership to help organizations move from fragmented initiatives to governed enterprise transformation.

CURRENTLY EXPLORING

Open to select *conversations*.

TARGET ROLES

Open to select conversations for the following roles across North America:

- Vice President, Information Technology (VP IT)
- Assistant Vice President, IT (AVP IT)
- Client Partner at global system integrators
- Sales Leadership (North America)
- Enterprise Transformation Practice Leadership

CURRENTLY

Sales leadership at *LTM*.

LTM

Sales Director — Enterprise Apps

Microsoft Business Applications · Pega · Appian · Low-code · Integration Platforms

Toronto, Canada · Present

Leading enterprise apps sales across Microsoft Business Applications, Pega, Appian, and integration platforms. Working with CIOs, CTOs, and CFOs to modernize systems, rationalize application portfolios, and accelerate AI adoption at scale.

- Executive relationship development
- Complex enterprise opportunity shaping
- Transformation strategy and value articulation
- Strategic account and market growth
- Platform and hyperscaler alliances
- Coordination across sales, consulting, and delivery

From consulting to *P&L*.

MANAGEMENT CONSULTING

PwC and Cognizant Business Consulting

Developed a consulting-led approach to diagnosing complex business challenges, shaping transformation strategies, and aligning business, technology, and delivery stakeholders across regulated and complex operating environments.

PLATFORM FLUENCY

Enterprise platforms across the stack

Deep working knowledge of the platforms CIOs actually operate: hyperscalers (Azure, AWS, Google Cloud), CRM (Salesforce, Dynamics 365), ERP (SAP, Dynamics 365 F&O, Microsoft Business Central), low-code (Pega, Appian, Camunda), and integration (Boomi, Workato, WSO2, Azure Integration Services, AWS Kafka).

COMMERCIAL LEADERSHIP

P&L ownership at enterprise scale

P&L accountability of \$25M+ and sales targets of \$30M+ across North American enterprise accounts — building CXO relationships, shaping complex technology and services opportunities, and aligning platform, partner, and delivery capabilities to enterprise priorities.

ENTERPRISE TRANSFORMATION

Cross-industry program leadership

Led and supported major transformation programs across manufacturing, insurance, healthcare, transportation, logistics, and public services in Canada, the United States, and the United Kingdom — accountable from strategy through architecture, delivery, and go-live in complex, regulated operating environments.

SELECTED ENGAGEMENTS

Programs delivered at enterprise *scale*.

SIGNATURE ENGAGEMENT

ONTARIO PUBLIC SERVICE

Multi-Cloud Architecture and Governance

Led the development of enterprise cloud architecture, security, migration, and FinOps frameworks across Microsoft Azure, AWS, and Google Cloud — enabling consistent, secure, and controlled adoption across ministries at the scale of one of Canada's largest technology estates.

GLOBAL MANUFACTURER

ERP Consolidation

Consolidated Baan, Oracle, and internally developed ERP environments into a common global template on Dynamics 365 Finance & Operations.

LEADING P&C INSURER

Sales and Service Transformation

Transformed agency onboarding, quote-to-policy, sales, and customer-service processes using Dynamics 365, Power Platform, and Azure Integration Services.

BLUE CROSS BLUE SHIELD

Contact Center Transformation

Led Genesys, Dynamics 365, and customer-portal transformation for a leading US healthcare payer.

ROYAL MAIL

Claims Automation

Modernized claims processing for delayed and lost parcels and letters.

UK PUBLIC SECTOR

Citizen Services

Led digital platforms for civil registrations, waste services, housing, council tax, and payments.