

RANJEET KOUL

Author | Digital Transformation Consultant

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PROFILE

Business leader with nearly three decades across enterprise technology, spanning imaging, PCs and servers to datacenter, HPC, IoT, cloud, SaaS, AI and security. Currently Vice President and Country Manager (APAC & MEA) at Aeris Communications, having built the region from the ground up and expanded into the UAE, Africa and Europe. Author on business and spiritual transformation, and an AI-for-Leadership certified independent director who pairs enterprise ambition with grounded clarity.

EXPERIENCE

Aeris Communications

2018 - Present

VP & Country Manager, APAC & MEA

Built the APAC & MEA business from zero to USD 20M and led a 40+ team across the region.

Intel Technologies

2005 - 2018

Regional Manager, Industry & Digital Connected Solutions, APJ

Delivered USD 30M+ via GSI/ISV alliances and led APJ digital-transformation programs; 4x CEO Club.

Avaya Global Connect

2003 - 2005

Country Marketing Manager & P&L Head, VoIP

Grew VoIP revenue 20% to USD 10M and lifted gross margin by 10 points in the first year.

Hewlett-Packard India

2000 - 2003

Product & Business Development Manager

Took commercial PCs to the #1 global geography for four straight quarters; grew share 5% to 15%.

Modi Xerox

1997 - 2000

Territory Manager

Generated USD 3M from Fortune 500 accounts and built a USD 2M channel across Northeast India.

RECOGNITION

- The 10 Most Influential Business Leaders to Follow in India, PrimeView 2022
- Top 5 Unstoppable Business Leaders, The CIO Times 2023
- Thought Leader, Connected Solution Services, CMO Asia
- Fastest-Growing IoT SaaS Company, APAC & MEA, 2019
- 4x Intel APJ CEO Club Star Achiever

EDUCATION & CERTIFICATIONS

MBA, Business Administration

Western International University, Phoenix, USA

Electrical Engineering

BSF IT, Bangalore University, India

AI for Business Leadership

University of Pennsylvania

Business Strategy from Wharton

Wharton Online (StrategyX), UPenn via edX

Registered Independent Director

Indian Institute of Corporate Affairs

PUBLISHED WORKS

Lal Ded - a literary tribute rooted in Kashmiri heritage.

Shivohum: A Journey to Self-Realisation - a work on spiritual transformation.