

Shekhar Suman

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PROFESSIONAL SUMMARY

Business and technology leader with 20+ years of experience building client portfolios, leading cross-functional teams, and driving technology-led growth across MedTech and Life Sciences. Proven record of securing multi-million-dollar accounts, leading 100+ member organizations, and translating complex engineering challenges into scalable business outcomes.

EDUCATION

Birla Institute of Technology, Mesra

Bachelor of Engineering in Mechanical Engineering. GPA: 7.49 / 10.0.

Ranchi, India
2004

EXPERIENCE

AI Use Case & Product Engineering Transformation Lead

March 2026 – Present

L&T Technology Services

United States

- Lead an enterprise AI use case strategy practice, identifying and advancing opportunities across design, testing, quality, regulatory, and lifecycle engineering.
- Build and govern a portfolio of AI ideas, active pilots, and roadmap-ready opportunities, giving executive leadership visibility into initiative status.
- Develop business cases quantifying productivity gains, cycle-time reduction, and cost avoidance; facilitate executive sessions to drive prioritization and roadmap decisions.

Client Partner, MedTech & Life Sciences

July 2015 – March 2026

Tata Consultancy Services Ltd.

Memphis, TN

- Owned full P&L accountability for an \$18M portfolio spanning orthopedics, dental, respiratory diagnostics, and spine.
- Closed deals exceeding \$25M in IT and R&D services; drove a 23% year-over-year revenue increase generating approximately \$8M in additional revenue across four new contracts.
- Spearheaded a strategic partnership with a global MedTech major resulting in a \$6M digital health solutions contract.
- Led a 100+ member cross-functional organization spanning R&D, quality, clinical, regulatory, DevOps, and IT.
- Cultivated C-suite relationships ensuring alignment between client priorities, business outcomes, and organizational capabilities.

Program Manager, MedTech & Life Sciences Digital Engineering & IoT Services

July 2010 – June 2015

Tata Consultancy Services Ltd.

Memphis, TN

- Grew account revenue by 18% within one year through client expansion and cross-sell penetration.
- Led presales activities including market research, competitive intelligence, and solution development for MedTech opportunities.
- Managed programs involving Class I, II, and III medical devices with exposure to 21 CFR 820, ISO 13485, and ISO 14971.

Design Automation Engineer, CAD System Automation

July 2004 – June 2010

Tata Consultancy Services Ltd. / DePuy Spine & DePuy Orthopedics, J&J

United States / India

- Developed CAD software and automation solutions for customized patient instrumentation and orthopedic workflows.
- Created a CAD automation platform that reduced patient instrument design time by 45% and increased throughput.

CERTIFICATIONS

- AWS Partner: Sales Accreditation (Business), Amazon Web Services
- GenAI DoJo Training
- Attended AdvaMed 2023 and 2024; MedTech Innovation Webinar Series

AWARDS & HONORS

- Service Commitment Awards: 10, 15, and 20 Years, Tata Consultancy Services

SKILLS

Leadership & Business: P&L Ownership & Revenue Accountability, Cross-Functional Team Leadership, Strategic Account Growth, Business Case Development, Consultative Selling & Complex Negotiation, C-Suite Relationship Management

Strategy & Technology: AI Use Case Strategy & Value Realization, Digital Transformation & Enterprise Roadmapping, MedTech Product Engineering & R&D Services, PLM, CAD & QMS, 21 CFR 820, ISO 13485, ISO 14971

LANGUAGES & WORK AUTHORIZATION

- English: Fluent | Hindi: Fluent
- United States Citizen