

# Sanjay Rajashekar

## SUMMARY

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Sanjay Rajashekar has over 23+ years of extensive experience in IT services & products industry, incubating new businesses across various continents and leading businesses in large global companies. He specializes in Mobility, IoT & Enterprise Industry. In his recent entrepreneurial endeavors, he is involved in several startups. Founder & CEO @ aYatti ([www.ayatti.com](http://www.ayatti.com)), which is a boutique M&A firm based in Seattle, Bay Area and India. While still in stealth mode, aYatti has been successful in building marquee client list of global buyers and sellers. Most recent success was the exit sale of Trygstad Technical Services ([www.trygtech.com](http://www.trygtech.com)), to HCL Technologies ([www.hcl.com](http://www.hcl.com)), a \$7.2 billion USD Global IT conglomerate and Red Sky Blue Water ([www.rsbw.com](http://www.rsbw.com)) to iLink Systems (<http://www.ilink-systems.com>)

Co-founder @ EDUFastrak ([www.edufastrak.com](http://www.edufastrak.com)), which focuses on IT solutions for K-12 schools in US. He serves as a New Ventures Mentor @ CoMotion (Innovation center for University Washington - <http://comotion.uw.edu>). Is an advisor to large companies like McKinsey & Company, HCL Americas, Private Equity Firms and companies like [www.EngageClick.com](http://www.EngageClick.com) (Palo Alto, CA. EngageClick got acquired by [24]7 in April 2016), Bhuvie and an IoT Company in stealth mode. He has been a core member of successful spinoffs & acquisitions at Microsoft and at Teleca – examples include [www.enterprisemobile.com](http://www.enterprisemobile.com) (funded by MS, sold to Intermec and then acquired by Honeywell). At Teleca, was involved in the merger with Symphony Services, which became Symphony Teleca ([www.symphonyteleca.com](http://www.symphonyteleca.com)). Got acquired by Harman, which in turn got acquired by Samsung. Validated potential acquisitions @ Symphony Teleca. He is an active angel investor in the Pacific Northwest with investments in companies like Lagotek, which won CES Design and Innovation Award 2009 for Home Automation.

Till July 2014, he was the Vice-President of Business Development & Global Accounts at Symphony Teleca, which focused on driving STC's sales, business development activities & relationship across the world with global accounts like Microsoft, DELL, Nokia, and Samsung & where his team was involved in delivering multi-million dollar services & R&D solutions. Prior to this role, he was the Vice-President and Head of Microsoft Business Unit (BU) at Teleca, responsible for managing the division (P&L responsibilities - sales, marketing & technology solutions) on Microsoft technologies. He specializes in emerging markets, new technologies, mobility industry, IoT, enterprise IT, incubating new businesses & integration with existing organizations, global sales management, outsourcing and innovative IT solutions & service offerings

From 2006 to June-2011, Sanjay worked for Microsoft Corporation, where he held several executive roles like Director for Emerging Business, responsible for global strategy and business development of emerging Microsoft technologies for Public Sector (Government, Education & Healthcare), enterprise sales management of MS WW field on WP (Mobility Sales Specialists, MS sales incubation team & Enterprise Partner Group) and building new partnership ecosystems with 16 Global SI partners (for Windows Phone) and was instrumental in launching ~30 mobility solutions in the industry.

Before Microsoft, he worked for Infosys Technologies Ltd where he was responsible for establishing Infosys-Microsoft alliance worldwide in 2002 and growing it to \$50+ million USD within three years – one of the fastest in the MS partner ecosystem. Before Infosys, he has worked in several start-up companies in account management, software consulting, and technical roles like designing enterprise architectures for Fortune 1000 customers and developing custom software solutions & products.