

UNNI RAJENDRAN

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CHIEF INFORMATION OFFICER / CHIEF DIGITAL OFFICER

Visionary technology executive with 25+ years leading enterprise transformation, digital innovation, and IT strategy at Fortune 50 companies and hypergrowth ventures. Proven track record as a CIO and founder, scaling IT functions, optimizing budgets (\$470M+), and delivering measurable business impact across healthcare, life sciences, retail and transportation. Recognized for driving outcomes in AI, cybersecurity, cloud, and high-performing teams.

CORE COMPETENCIES

IT STRATEGY AND GOVERNANCE | CYBERSECURITY AND RISK | AGENTIC AI, ML AND DATA MANAGEMENT
ENTERPRISE APPLICATIONS (ERP, CRM) | CLOUD & DIGITAL TRANSFORMATION | EXECUTIVE LEADERSHIP
PRODUCT & PORTFOLIO MANAGEMENT | CAPITAL AND BUDGET PLANNING | VENDOR MANAGEMENT

CAREER HIGHLIGHTS

- **Entrepreneurial Success:** Built and scaled consulting firm to \$15M+ revenue, 40% CAGR
- **Digital Strategy & Execution:** Delivered \$72M+ in NPV through digital strategy at Alcon
- **Digital Transformation:** Product Lead behind GameStop's store-of-the-future initiative
- **Digital Transformation:** Built an innovative sales targeting and segmenting app with \$7M NPV
- **Analytics Products:** Created data offerings with \$20M+ ARR at Excentus
- **AI and Analytics:** Delivered over \$400M in value through AI, ML and data in career over 20 years
- **\$470M+ IT Budget:** Managed with 99.5% forecast accuracy at BNSF
- **Global Leadership:** Led global teams of 300+ across 3 continents at Alcon, Novartis
- **Cost Optimization:** Cut BNSF IT's OpEx budget by 15% (\$70M) without any RIFs
- **Security Transformation:** Reduced audit risk by 40% (GDPR, GxP) at Alcon
- **Cloud Modernization:** Retired/Migrated 120+ legacy systems; \$18M TCO reduction at Novartis

PROFESSIONAL EXPERIENCE

GJ CLOUD SOLUTIONS, INC., DALLAS, TX **2021 – 2025**

CEO and Co-Founder **2021 – 2025**

- Grew revenue to **~\$15M with 40%+ CAGR** and top-tier gross margins within 3 years.
- Led several data/analytics implementations with cutting-edge cloud-native data architecture, dynamic ingestion frameworks, configurable transformation logic, flexible information models, and data governance for clients in life sciences, technology and education.
- Developed a first-of-its-kind **data warehouse-as-a-service** for the K-12 industry.

BNSF CORPORATION, FORT WORTH, TX **2019 – 2021**

Director, Head of IT Strategy and Chief of Staff to CIO **2019 – 2021**

- Oversaw IT strategy, planning, governance, portfolio management, and a **\$470M+** budget.
- **Strategy & Transformation:** Defined 5-year digital roadmap driving legacy modernization, AI, IoT, and robotics adoption. Implemented a "run, build, innovate" operating model across IT.
- **Financial Excellence:** Improved IT forecast accuracy from **85% to 99%**. Cut **planning cycle time by 60%** and introduced dynamic budget allocation.
- **Operational Optimization:** **Reduced OpEx by 15%** through contract reengineering, workforce optimization, reduction of wasteful spending and strategic sourcing.

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- Innovation: Delivered improvements in sales forecasting, executive reporting, field safety, and power management via design thinking.

EXCENTUS CORPORATION, DALLAS, TX

2017 – 2019

Senior VP – BI, Analytics and Customer Engagement

2017 – 2019

- Built and launched 3 analytics products generating **~\$1.7M MRR** across oil, white-label, and retail segments. Led digital & CRM strategy.
- Served as trusted advisor to CEO and CMO on digital, CRM, and analytics; led high-stakes client pitches and industry presentations.

NOVARTIS AG, FORT WORTH, TX

2012 – 2017

Executive Director, Head of Digital & Commercial Analytics

2012 – 2017

- Global head of digital and commercial analytics for all Novartis divisions leading a **team of 300+** located across 6 global locations.
- Created innovative solutions for patient support, e-commerce analytics, social media and sentiment analysis, patient adherence, commercial execution, next-best rep. actions, etc.
- Consolidated 40+ vendors and partners yielding cost savings of over **\$16M/yr.**
- Secured over **\$12M** in cost savings through optimization of application maintenance costs, technology and infrastructure consolidation to fund innovation projects.

ALCON LABS, INC., FORT WORTH, TX

2009 – 2012

Director, Head of Commercial Analytics

2009 – 2012

- Led the definition and execution of Alcon's digital transformation strategy (CRM, digital workforce apps, digital marketing and analytics) yielding an NPV of over **\$70M/yr.**
- Implemented analytics on the iPad providing the sales-force timely visibility to their performance yielding a cost reduction of over **\$4M/yr.**
- Developed a highly innovative iPad app that provided the salesforce the ability to target and segment customers better yielding a productivity gain of over **\$7M/yr.**

EARLY CAREER SNAPSHOT

Sogeti USA – Manager, Principal consultant

2005-2009

CISCO Systems – Solution architect

2004-2005

Daman Inc. – Senior consultant

2002-2004

IBM Global solutions – Developer

2000-2001

EDUCATION

M.S. in Information Systems and Management, Carnegie Mellon University, Pittsburgh, PA

B.E. in Computer Science Engineering, PSG College of Technology, Coimbatore, India

Certifications: Lean Six Sigma Black Belt | IAF certified Enterprise Architect | CSPO | CSM

THOUGHT LEADERSHIP

- Executive speaker: Data Modernization (2025) | Value-based Planning (2024) | Loyalty Program Strategy (2018) | Digital Strategy (2017) | Data monetization (2016) | Enterprise I.T. Strategy (2016)
- Board member: S'moresUp (2018 –2025)
- Advisory Board: UTA Master's in Business Analytics Program (2013 -2017)