



Rajat Kaushal

Head of International Sales & Marketing
Tata Consulting Engineers Limited

EDUCATION

Bachelor of Technology –
Mechanical Engineering,
NIT Jalandhar

DOMAIN KNOWLEDGE

Sales
Marketing
International Marketing
Business Development
Marketing Strategy
Customer Relationship
Management

SOCIAL

<https://www.linkedin.com/in/rajat-kaushal-8b65639>

PERSONAL

In his free time, Rajat enjoys
long distance running and
follows cricket avidly

With more than 20 years of experience in Sales & Marketing Rajat is the Head of International Sales & Marketing at Tata Consulting Engineers Limited (TCE), a wholly-owned subsidiary of Tata Sons Ltd. TCE offers a wide range of multi-disciplinary services in Design & Engineering and Project Management across several sectors.

Rajat Kaushal is the Head of International Marketing Group (IMG) at Tata Consulting Engineers. In this role, Rajat oversees the company's Sales & Marketing efforts for US, Europe & APAC including the go to market strategy, key customer relationship management and sales operations management.

As part of the Executive Leadership Team, Rajat provides key insights to the overall company strategy and customer acquisition. He has been instrumental in transforming TCE into an International organization and has led various internal growth initiatives.

Rajat joined TCE in 2013 and has held series of Leadership roles before being appointed as the Head of IMG. He was also responsible for incubating the Engineering IT business unit (now called Digital & Advanced Technologies) before moving to incubating and expanding the international sales organization.

Prior to joining TCE, Rajat served Infosys for more than a decade in various leadership roles. He was also a part of Engineering division of Infosys and managed sales & delivery of key Global clientele such as Alstom, ABB, Airbus, Metso, Syngenta etc.