



Rajat Kaushal

Head of International Sales & Marketing
Tata Consulting Engineers Limited

EDUCATION

- Masters of Business Administration – EU University, Geneva
- Bachelor of Technology – Mechanical Engineering, NIT Jalandhar

DOMAIN KNOWLEDGE

- Strategic Management
- International Business Management
- Business Development
- Global Engineering Delivery
- Marketing Strategy
- Engineering Tools

SOCIAL

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

PERSONAL

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

With over 23 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 design & engineering services and Project Management across several sectors.

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

As part of the Executive Leadership Team, Rajat drives the company's growth strategy and customer acquisition. He has been instrumental in transforming TCE into an International organisation and has led various internal growth initiatives.

Rajat joined TCE in 2013 and has held a 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 setting up and expanding the international sales organisation.

Prior to joining TCE, Rajat was part of Infosys for 13+ years in various delivery, engagement, sales & leadership roles. He was part of the Engineering division of Infosys and managed clientele such as Alstom, ABB, Airbus, Metso, Syngenta etc.

Rajat started his career with IPCL (Indian Petrochemicals Corporation Limited, now part of Reliance Ltd.) in 1999