Ajay Tandon

Independent Director · Strategic Advisor

Three decades of operating leadership across insurance, telecom, technology, automotive, FMCG and paints. Brings a practical view of strategy, risk and execution to board conversations — connecting the long view with what happens on the ground.

BOARD CONTRIBUTION

Governance — asking the questions that need to be asked, constructively and independently. **Strategy** — connecting intent with operational reality. **Risk & Controls** — testing whether controls actually work. **Procurement** — a strategic value function. **Transformation** and **Leadership**.

SELECTED OUTCOMES — HDFC ERGO GENERAL INSURANCE

- **■50+ crore annual procurement savings** on a spend of about ■500 crore a year, across 30+ categories and departments, with a team of only seven.
- End-to-end procurement automation that the auditor recommended to its other clients, as it gave auditors full data access instead of limited-period spreadsheets.
- Wellbeing initiative with 1.25 lakh+ employee responses in 40 days.
- 31,000+ employee volunteer hours in the first year of operation of the CSR programme.

CAREER

2012–2026	HDFC ERGO General Insurance — workplace management, wellbeing, CSR, procurement, government business
2008–2010	Samsung India Electronics — regional leadership, IT business
2007–2008	Reliance Telecom — cluster leadership
2002–2007	Reliance Industries — marketing leadership, petroleum
1992–2002	Berger Paints · Tata Construction & Projects · Bharat Shell · Castrol

CURRENT ENGAGEMENTS

Strategic Partner, ByeBimari · Business Strategy Advisor, Eggfirst Advertising

EDUCATION & SPEAKING

Visiting faculty and speaker at JBIMS Mumbai, IIT Bombay, IIM Trichy, IIM Ranchi, IIM Raipur, IIM Jammu, XIM Bhubaneswar, NMIMS Mumbai, SCMHRD Pune and Welingkar Mumbai.

CONTACT

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