

Gaurav Gupta
Partner, Communications, Media & Technology Practice
A.T. Kearney Ltd



Gaurav Gupta is a global Partner at A.T. Kearney and a member of the Firm's Communications, Media and Technology practice. He has over 15 years of strategic and operational consulting experience with the last 10 years focused on the technology services space. He has served clients across multiple geographies and industries.

His core areas of expertise include market entry, operations and technology optimization, outsourcing and offshoring, and shared services. Gaurav's clients include leading companies in financial services, outsourcing, hi-tech, manufacturing and private equity. He has also worked closely with Government and Industry bodies on initiatives to create and grow vibrant IT/ITES sectors.

Prior to joining A.T. Kearney, Gaurav was the Managing Partner for Everest Group's India and Asia operations. In 2005, he joined Everest Group's New York office and moved to India in 2012 to establish a regional consulting practice and oversee the Firm's other operations in India. As a member of the leadership team of this boutique research and consulting Firm, he served leading Indian and global companies in the areas of operations and technology, strategy and growth.

Prior to Everest Group, he has also led sales and relationship management for global capital markets clients for Progeon Limited (now Infosys BPO). Based in the US, he helped create several firsts for Infosys's nascent BPO venture. Prior to Progeon, Gaurav was an Engagement Manager at McKinsey and Company. At McKinsey, he was advising leading Indian corporations on issues of strategy, operations and organization across manufacturing, healthcare and non-profits. He was also closely involved in the launch of the Indian School of Business.

Gaurav has authored some key thought pieces on the IT/ITES sectors and is widely published and quoted in the media and a speaker at key industry events. He holds an MBA from the Indian Institute of Management Bangalore and a BA in Economics from St. Stephen's College, Delhi.