

EUROPEAN TECHNOLOGY SUMMIT



Anoop Nathwani

President

Association of Strategic Alliance Professionals, UK Chapter

Anoop Nathwani is an experienced and passionate business-centric senior Alliances and Partnerships professional. With a strong pedigree in partnering, he has extensive experience in developing and delivering strategic, ground-breaking business development initiatives through Alliances and Partnerships of all types and in several industry verticals and PE backed firms.

Operating at strategic and execution levels, he has delivered multibillion-pound business development opportunities. He has also developed and managed global alliance centres of excellences for companies such as Nokia.

Major partners have included: Google, Yahoo, IBM, Vodafone, Barclays, Worldpay, NATS and Accenture. This is only a very small selection, but partners typically work in telecommunications, technology, professional services and energy.

Today's business climate is fraught with complexity, with high proliferation of digital services. Customers are demanding more from organisations.

His toolkit consists of strategic leadership capability which extends to leading individuals across various organisations to work together to deliver mutually beneficial, commercial arrangements.

Anoop is also the President of the UK Chapter of the Association of Strategic Alliance Professionals (ASAP), which is the only professional body in the world aimed at promoting and elevating the partnering professionals. Partnering is in his DNA!

Frequently, he is invited to deliver presentations on Alliances and Partnerships and is a co-author of a strategy paper entitled 'Alliances: Maximising success or minimising failure - the underlying motivations'.

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