



Sam Patel

Business Head (Europe)

Cognizance IP LLP

“I love to listen and understand my client's pain areas in terms technology and their business objectives and providing them strategic solutions.”

About:

Global business expert with a talent for driving customer relationships and enhancing revenue. Focusing on the big picture without losing site of the details is a key factor to his success; combined with his expansive background in business development and management, and a willingness to challenge common perceptions he offers a complete package.

Experience:

Marketing, Branding, Product Commercialization Deals, Client Relationship, Innovation Management, Market Research, Business Strategists, & IP Consulting.

Work Areas:

Sales Director (Europe), managed fortune 100, 200 client for their innovation commercialization leading to deals in USD 130+M, very quick and efficient in solving issues, client relationships is in his heart, love to build strong network with the client and solving theirs IP related business problems.

Educational Background:

MBA in Sales & Marketing from Frankfurt School of Finance & Management, Germany
Bachelor of Engineering in Mechanical from IIIT, New Delhi

Past Company: Accenture, Bangalore, Continental Group International, from 2018 working with Cognizance IP.