



District Leader

Biographical Information

Candidate's Name: **Amitabha Saha Roy**

Candidate's Office: **Area Director** District Number: **121**

Toastmasters member since: **July 01, 2013**

Education:

Bachelor of Engineering, Computer Science, Master of Business Administration, Finance

Toastmasters offices held and terms of service:

Area Director July 2025 to June 2026, Area Director July 2016 to June 2016, Club President, Jan to June 2025, Club President , Jan to June 2015 Club VPE , July to Dec 2014

Toastmasters honors and recognition:

Distinguished toastmaster, Triple Crown

Relevant work experience and how it relates to Toastmasters and your role as a District leader:

Global Practice Head at India's leading IT Services Company, TCS. My role is to shape and implement Revenue Management Product strategy for the CPG Industry. I am responsible for Strategy, Innovation, achieving revenue targets and positioning our product to CXOs of Consumer Product companies. This leadership role coupled with my previous District leadership role will equip me to inspire Toastmasters, shape and implement strategies to grow new Toastmasters clubs and groom leaders in the Toastmasters community to sustain and thrive the existing clubs.

What experience do you have in strategic planning?

My experience in Strategic planning is in shaping and implementing strategies for technology products and services that help in solving consumer goods industry challenges for growth and profitability. By doing so, elevate the positioning of my organization as an Industry thought leader and grow revenues for my organization.

What experience do you have in the area of finance?

My experience in Finance is the following: a) Create annual operating plan for my Practice that includes planning revenue and margin targets b) Execute against the revenue targets by selling products and services to consumer goods clients c) Manage the resource costs to deliver projects within margin targets.

What experience do you have in developing procedures?

As part of my varied leadership roles in my career in the Information Technology industry, I have developed procedures for : a) IT Service Management procedures and practices that helped my organization become the first IT company in India to be ISO 9001 certified b) develop Presales and Solutioning procedures to help win new IT deals c) Development of Innovative product and service offerings based on intellectual property to develop differentiated capabilities for my organisation.

What lessons did you learn from previous leadership positions?

Through my previous leadership positions, I have learnt the value of a) High performance leadership to achieve the goals and objectives of the organization by fostering excellence b) Grooming new leaders to create a leadership pipeline c) Importance of open channel communication to foster a healthy and open culture d) Serving our customers and our team to help them achieve their objectives and remove any roadblocks.

Why do you want to serve as a District leader?

I have gained a lot personally and professionally through my leadership journey at Toastmasters for over a decade and my journey in the corporate world by serving in global leadership positions in US, India, Europe and Japan. I would love to use this experience in leading and growing the Toastmasters community from which I have gained so much.

In your opinion, what are the District mission's major objectives and how would you work to achieve them?

In my opinion, the District's mission is to build new clubs and support the existing clubs in achieving excellence. I will achieve this by empowering leaders, collaborative team work and open communication. I will have clear goals, communicate them frequently, measure our progress against them, reward good performance and provide the required support where needed.

Additional information about yourself:

a) Have played global leadership positions in US, India, Europe and Japan b) Have won the highest innovation award in TATA group, the TATA Innovista award from TATA Chairman N Chandrasekharan for Product Innovation across entire TATA group which is > USD 150 Billion USD c) Won the prestigious Stevie Gold award for Best AI Product of the year at New York