



## Thought Leadership Bio



**Doug Pollei**  
**Head of Global Alliances, GM**  
**Mindtree**

Douglas Pollei is head of global alliances for Mindtree. He leads a global team (US, Europe, India) whose primary role is to help cultivate, develop, and execute go-to-market initiatives and collaborative solutions with Mindtree's core technology partners, including pipeline co-creation, certifications, strategy, and account-level field connects with relevant partner sellers. Additionally, Pollei leads the alliance team to establish and execute joint sell-with plans, joint pipeline management, and identify partner to partner (P2P) solutions that accelerate unique Mindtree offerings to their clients.

Douglas brings 10+ years of previous senior management experience with a background in alliances, business development, corporate decisions, and governance, as well as experience managing cross-functional international teams, external partner relationships, GTM strategy, P&L, and budgets.

Partnerships Pollei has led include technology partners Microsoft, AWS Equinix, Google, VMware, Cisco, Zerto, and Nimble. Working with global teams and technologists, he has lead engagements for international clients in UK, APAC, LATAM with cloud synergy work related to M&A and divestiture activity. Additionally, Pollei has four years of experience working within the Google partner ecosystem, leading and managing the execution (migration, training, transformation) of Google services for global enterprise organizations.



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