



## CITATION

For the Conferment of the  
Distinguished Alumni Award  
on

**Mr. Sunil Sood**

Mr. Sunil Sood received his Bachelor of Technology degree in Textile Technology from IIT Delhi in 1982. He is also alumnus of the IIM Calcutta and the Harvard Business School.

Mr. Sood is the Managing Director and CEO of Vodafone India Limited. A contemporary thought leader with sharp business acumen, Mr. Sood started his career in the FMCG industry in various leadership roles across India, Africa and South East Asia, including the role of CEO of PepsiCo in Bangladesh. He started his telecom journey with Vodafone in the year 2000, then Hutch, as Vice President, Sales & Marketing, Delhi. Under Mr. Sood's steer as MD and CEO, Vodafone hit a record high revenue market share and emerged the most admired telecom brand. Over the years and in various capacities, Mr. Sood contributed to Vodafone India's revenues growing exponentially from ₹400 crores to over ₹42,000 plus crore and customers growing from 3 million to over 200 million plus.

A strong believer of the adage "Technology for Good" Mr. Sood is the spearhead of Vodafone's 'M-Pesa' - an innovative mobile wallet proposition that enables financial inclusion. Committed to impacting society

positively, Mr. Sood energetically drives structured and sustained CSR initiatives in the areas of education, health, empowerment of women and agriculture through meaningful partnerships.

Mr. Sood's conviction is that Broadband Connectivity is key to unlock the value of emerging and futuristic technologies like IoT, Analytics and Machine Learning and he actively engages with the Start Up Ecosystem in India.

In addition to his responsibilities at Vodafone, Mr. Sood is also the Chairman of the British Business Group (BBG) Mumbai, the Vice Chairman of Cellular Operators Association of India, Director on the board of Indus Towers, the world's largest telecom tower company and member of several prestigious industry bodies, associations and public policy forums including CII, FICCI and ASSOCHAM. Mr. Sood was also recognized as Distinguished Alumnus by IIM Calcutta.

In honouring Mr. Sunil Sood, IIT Delhi recognizes the outstanding contribution made by him in Corporate Business Development and Entrepreneurship. Through his achievements, Mr. Sood has brought glory to the name of the Institute.