



South-South

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Barnik Chitran Maitra is a Senior Engagement Manager with McKinsey & Company's India office. Since joining the Firm in July 2004, Barnik has worked in offshoring, IT services, BPO, media, telecom, technology, public policy and principal investment practices across McKinsey's New Delhi, Cairo, Milan, New York, Silicon Valley, Warsaw and Johannesburg offices. His current work is focused on offshoring topics such as location selection, location development, center operational improvement and offshore asset monetization. He is one of the co-leaders of the offshoring practice in India and representative work involves:

- ¶ Leading the engagement with the Ministry of Communication and IT, Egypt to establish Egypt as a pre-eminent offshore. Barnik has been counseling the Honorable Minister of Communication and IT on overall strategy, aspiration and is currently overseeing an ambitious transformational program focused on demand stimulation, grass-root talent suitability enhancement and infrastructure development
- ¶ Co-leading the Nasscom Vision 2020 effort focused on leveraging business and technology services to "Transform India and transform the world". In particular, Barnik is leading the India competitiveness effort associated with this exercise developing imperatives for the industry and policy makers.
- ¶ Leading the knowledge development initiative on Next Generation Location selection; Barnik presented the findings and implications of emergence of new locations on location selection to over 100 CEO/CIO/CTOs at the McKinsey Global Offshoring & Outsourcing Conference, New York November 2008
- ¶ Co-leading the creation of the Location Selection and Country Development Accelerator service line

- ¶ Co-leading the firm-wide thinking on talent pool development for emerging offshoring contenders; Barnik led a panel discussion on talent development 6th Annual International Conference on Information and Communications Technology (ICICT2008), Cairo December 2008 hosted by Ministry of Communication and IT, Egypt

In addition to his work in offshoring, Barnik is one of the co-leaders of McKinsey's Principal Investment Centre of Competence and has been intimately involved in the creation of the Public Health Foundation of India. He has co-authored "A Foundation for public health in India" (along with Rajat K. Gupta former Managing Partner) for the McKinsey Quarterly October 2005 special issue titled "Fulfilling India's promise". He has also worked closely with various Ministries in India notably the Prime Minister's Office, Ministry of Health, Ministry of Agriculture, Ministry of Food and Public Distribution advising key decision makers on policy issues. Barnik leads analyst recruiting for the India office and associate recruiting at the newly instituted Cairo office.

Barnik holds a MBA from the Indian Institute of Management, Ahmedabad, where he was an Aditya Birla Scholar and a B.Tech. (Hons) in Electrical Engineering from Indian Institute of Technology, Kharagpur, where he was the Inter-IIT Captain for Inter IIT meet 2001. During 2003-04, Barnik led the India operations of Tiger Technologies LLC leading investments in technology services. He has been briefly associated with Goldman Sachs London, Procter & Gamble, Singapore and India. Barnik is passionate about working with start-up companies and is currently an Advisory Director on the boards of Iviz (a network security start-up) and First Opinions (a retail and media services start-up).

Barnik is a certified classical musician and an avid theatre enthusiast. He has graduated in Western Classical Guitar from Trinity College London and is a founder-member of the noted Indian theatre group "Déjà vu".