



Rajat Kaushal

Head of International Sales & Marketing
Tata Consulting Engineers Limited

EDUCATION

- Master of Business Administration, EU Business School, Geneva, Switzerland
- Bachelor of Technology, NIT, Jalandhar, India

DOMAIN KNOWLEDGE

- Global Sales & Business Development
- International Business Management
- Engineering & Consulting Services
- Energy, Hydrocarbons & Chemicals
- Strategic Management & Business Transformation
- Sustainability & Energy Transition
- Global Operations & Market Expansion

SOCIAL

<https://www.linkedin.com/in/rajat-kaushal-8b65639>

PERSONAL

In his free time, Rajat enjoys long distance running and trains his son's soccer team.

Rajat is the Global Sales & Business Development Head at Tata Consulting Engineers (TCE), leading international sales, marketing, and business expansion across the US, Europe, APAC, the Middle East, and Africa. He plays a key role in driving TCE's global growth strategy and strengthening customer relationships and market presence. Rajat is also a Board Member at CDI Engineering, a TCE subsidiary specialising in hydrocarbons and chemicals design & engineering services in the US.

TCE provides multi-disciplinary design, engineering, and project management services across various sectors worldwide. As the Head of the International Marketing Group (IMG), Rajat oversees sales and marketing operations across key global markets, focusing on go-to-market strategy, customer relationships, and sales operations.

As part of TCE's Executive Leadership Team, Rajat has played a vital role in the company's growth strategy, helping expand its global presence and position it as a leader in engineering and consulting.

Throughout his career at TCE, Rajat has held multiple leadership roles, including incubating the Advanced Technologies & Digital business unit and managing its profit & loss (P&L) responsibility. He later spearheaded TCE's international business expansion, which now accounts for over 50% of the company's footprint.

Before joining TCE, Rajat worked in Infosys' Engineering division, where he played a key role in project delivery before moving into a leadership role for Europe sales and engagement. Under his leadership, Infosys' engineering business in Europe doubled in size.

Rajat began his career in 1999 at IPCL (Indian Petrochemicals Corporation Limited, now part of Reliance).