



Gerry Clark
Partner, Asia Pacific
ISG

Gerry Clark is the Partner for ISG for South and East Asia. He is responsible for the company's Business Development across the South and East Asia Region. This entails providing consultancy advisory services covering Information Technology Outsourcing (ITO) and Business Process Outsourcing (BPO) to customers on their future Sourcing strategies. He is a highly skilled General Manager with experience covering Sales, Delivery and P+L management. Gerry's experience covers 35 years and he has worked in Asia Pacific for over 16 years with a good understanding of business practices and challenges across the diverse IT markets across the region.

Gerry's role at ISG is to give unbiased, independent advice to our clients to help them better understand their Sourcing Options. His experience with ISG covers managing executive client relationships as well as managing the sales and delivery of ITO and BPO services. His experience covers both selling and delivering sourcing strategies and helping organizations better understand their Sourcing options and alternatives. He has been responsible for establishing business for ISG in Singapore, Malaysia, Thailand, Philippines and Hong Kong and since the start of 2012 is now responsible for India as well.

Before joining ISG Gerry was the regional CEO for Cap Gemini's Outsourcing business for Asia Pacific where he was responsible for Sales and Delivery of large outsourcing contracts across industry sectors such as Financial Services, Telecommunications, Manufacturing, Retail and Government. He was also a board member of a joint venture company delivering offshore BPO services in China. During this period Gerry was also responsible for establishing and growing large offshore delivery centers in India and China. Gerry has also held a variety of senior roles in previous companies including Sales Director for a Systems Integration Company and as the Managing Director for a UK Software company.

Gerry holds a Bachelor of Science Degree in Mathematics from Newcastle University, England. He also sits on the Board of the HR Outsourcing Association in Asia Pacific and was the previous Chairman. He is also a regular presenter at various sourcing conferences across Asia Pacific.