



Madhu Pawar

Global Managing Director

Sales Analytics and Solutions¹ Google Inc

MADHU PAWAR is an impact-driven leader who intuitively sees the threads of opportunity, bringing them together into a coherent whole to drive material impact. At Google, Madhu owns the sales engineering and customer analytics organizations that drive the \$50 bn Adwords business for Small & Medium sized businesses. She is spearheading major efforts around the application of machine learning and simplification of the user experience. Prior to Google, Madhu was a partner in McKinsey & Company for 12 years in its Chicago and San Francisco offices. She led the west coast healthcare technology practice and led the practice's efforts around end-to-end digitizing of processes and other large-scale efforts to build distinctive digital capabilities.

Before joining McKinsey, Madhu worked in PricewaterhouseCoopers' Risk Advisory group where she helped several Property & Casualty insurance clients in southeast Asia. Madhu began her career in software development as part of the Mobile Technologies division of Hewlett Packard's Research & Development Labs in Singapore. She has several patents to her name.

Previously, she served on the boards of Mensa Singapore and GirlVentures, a not-for-profit 501(c)(3) organization that empowers girls to develop and express their strengths through outdoor adventure and leadership programs.

Madhu holds a Master's in Information Systems Management from Carnegie Mellon University in Pittsburgh, where she graduated Student of the Year. She earned a Bachelor's in Computer Science from Nanyang Technological University, Singapore on a Singapore Airlines scholarship. As a college student, she received the National Talent Scholarship, which is awarded to less than 1% of students across India.

Madhu lives in the bay area with her husband, two daughters and a German Shepherd. When not being a good backseat driver, Madhu makes her way behind the wheel of various different modes of transportation including prop planes.