

NTT DATA Appoints Patrice Chéret as Managing Director, Go-to-Market & Sales, Luxembourg



Driving client engagement, business and people growth and AI led innovation in Luxembourg

NTT DATA, a global leader in digital business and IT services, has appointed Patrice Chéret as Managing Director, GTM & Sales Luxembourg. In his new role, Patrice Chéret will lead the Sales & Go-To-Market strategy, strengthening NTT DATA's client relationships, accelerating business growth, driving people's growth, and reinforcing the company's position as a trusted digital transformation and AI partner for enterprises and public organisations in Luxembourg. With over 25 years of experience in IT services, cloud, and digital infrastructure, Patrice Chéret brings deep expertise in operational leadership and client engagement. Throughout his tenure at NTT DATA and previously Dimension Data, he has led strategic business initiatives across multi-cloud, cybersecurity, platforms and intelligent infrastructure, consistently driving innovation and client success through technology -led transformation.

As Vice President Go-To-Market, Patrice Chéret played a pivotal role in expanding NTT DATA's technology partners and services portfolio and strengthening client partnerships. His leadership

has been instrumental in advancing AI adoption across enterprise environments – supporting organisations in developing real-world use cases and implementing sovereign AI solutions that respect data governance and regulatory requirements. He also contributed to establishing NTT DATA's partnership with Mistral AI, further enhancing the company's AI capabilities in Europe.

“AI is no longer an abstract concept; it's transforming how our clients operate, compete, and innovate,” said Patrice Chéret. “At NTT DATA Luxembourg, our mission is to turn AI and digital technologies into tangible business value – helping organisations evolve with trust, agility, and intelligence.” Patrice Chéret holds an Advanced Leadership Development certification from the Financial Times | IE Business School and a Master Engineering degree in Computer Science from Polytech Tours. “Patrice's deep industry knowledge and focus on operational excellence make him the ideal leader to guide NTT DATA Luxembourg through its next phase of growth,” said Olivier Posty, overlooking NTT DATA France and Luxembourg. “He will continue to strengthen our ability to deliver value and innovation to our clients.”

Patrice Chéret's appointment comes as NTT DATA strengthens its European leadership in AI-driven transformation. The company was recently recognised by Gartner as an Emerging Leader in Generative AI Consulting and Implementation Services, underscoring its commitment to bringing scalable, ethical, and secure AI to enterprise clients.