

| Position Description  |
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| Present - <b>Visiting Professor, PES University</b> , Bangalore; and Business Consultant for Advaya, Technova and SABCONS (SME sector)<br>Earlier - <b>Senior Vice-President and Global Head of Telecom</b> vertical at Mahindra-Satyam until March 2010<br>Earlier – <b>TCS Regional Manager</b> at Birmingham, UK. Responsible for regional top line revenue  |
| Education   |
| Executive Education Course for Global Managers, Harvard Business School, 2008<br><br>MBA, Indian Institute of Management, 1984<br><br>BE in Electronics and Communication, Indian Institute of Science, 1980<br><br>Bachelors in Science, Bangalore University, 1977  |
| Background  |
| <ul style="list-style-type: none"><li>▪ Currently consulting with start-ups for two product developments – one for Education sector and one for Small Scale Manufacturing companies</li><li>▪ More than 30 years IT industry experience in Strategy, Relationship Management and Governance, Software Delivery Management, Sales and Business Development, System analysis, design and development etc.</li><li>▪ Extensive international experience in managing customer relationships</li><li>▪ Consulting assignments on how to offshore applications development and maintenance</li><li>▪ Conducted several training programs of Proposal writing, Managing Cultural differences and Business Communication</li><li>▪ Ex-Member of the Governing Board of Board for IT Education Standards (BITES)</li><li>▪ Ex-Member of the Advisory Board of PMI, India</li><li>▪</li></ul> |
| Work History  |
| <b><i>PES University, Bangalore</i></b> <ul style="list-style-type: none"><li>▪ Professor of MBA handling <b><i>Strategic Management, Entrepreneurship Development and International Business</i></b></li><li>▪ Responsible for Industry – Institute collaboration</li><li>▪ Key team member for TEQIP work</li></ul> <b><i>Mahindra Satyam, Bangalore, 1998 – 2010</i></b> <ul style="list-style-type: none"><li>▪ Global head of Telecom Industry vertical</li><li>▪ Principal Relationship Manager for Satyam’s largest account, Telstra, 2005-2009</li><li>▪ Program head for a group of APAC customers, 2002-2005</li></ul>  |

- Head of Presales for Emerging verticals, 2001-2002
- Head of Offshore Delivery Center for a Japanese customer, 1998-2001

***Tata Consultancy Services, Bangalore, 1987 – 1998, Senior Consultant***

- Started, expanded and managed a regional office in UK. Key role in account management for British Gas Transco. Responsible for business development
- Senior onsite Project Manager for a large UK bank at Edinburgh
- Project Manager for a Credit Card application project at Hong Kong. Key role in managing onsite-offshore delivery Senior onsite Project Manager for a large UK bank at Edinburgh
- Several assignments in US and India on software development projects

***Education Entrepreneur, 1985-1987***

***BHEL, Bangalore, 1984-1985***

- Systems Engineer

***Hinditron Computers, Bangalore, 1981-1982***

- Hardware Field Engineer responsible for upkeep of PDP-11 mini-computers for customers

***Patni Computers, Bombay, 1980-1981***

- Hardware Field Engineer responsible for upkeep of DG-Avion mini-computers for customers

**Papers and Publications**

- A collaboration model for Institution-Industry relationship – Indian Society for Technical Education – Annual Conference 2011
- Business Leadership for start-up India – Getting the competitive edge – Paper published in PMI 2017
- A collaboration maturity model for enhancing industry relationships – IUCIEE 2016