

## PUNEET VATSAYAN

Puneet is a serial entrepreneur, international business executive, and mentor. Puneet has lead many lives and has been an entrepreneur in both India and US; an angel investor in business enterprises in India, US and Europe. Puneet has worked in diverse industries with a global footprint.

Puneet is the Managing Director of PKV Advisors an advisory firm that works with entrepreneurs and management teams to significantly scale and transform their businesses. PKV Advisors has represented and facilitated the India entry of a number of large companies. Puneet is actively involved as a board member and advisor with a number of companies and VC / PE Funds. Puneet has been a past Trustee and Global Board Member of TiE Global. Puneet has also been on the CII National Committee on Information Technology.

As a serial entrepreneur he successfully founded, scaled and exited 3 ventures in India and Silicon Valley. In addition, he founded Hatch Incubators, which at one point was India's largest incubator. Prior to starting his entrepreneurial career in 2000 he worked with Centigram Communications / ADC Communication in worldwide product management, international marketing; and services marketing groups. In addition, he has worked with Measurex Corporation and U.S. Borax / RTZ in International marketing and business development.

Widely traveled, Puneet has spoken at a number of industry events, symposium and standard body meetings. He has been profiled in a number of magazines, newspapers and media articles.

### EXPERIENCE:

<b>Jan 2015 to Present</b>	<b>PKV Advisors</b> <b>Founder and Managing Director</b> PKV Advisors is a boutique strategic advisory firm that works with entrepreneurs and management teams to significantly scale and transform their businesses. PKV Advisors has represented and facilitated the India entry of a number of large companies. PKV Advisors work very closely with PE firms on investment and operational mandates.
<b>2010 to 2013</b>	<b>Co-Founder and Chairman</b> <b>Hatch Incubators</b> As Co-Founder and Chairman of Hatch Incubators, set up India's largest multi-location incubator to identify and support "winning entrepreneurs".
<b>2004 to 2010</b>	<b>Co-founder and Managing Director</b> <b>Mobera Systems Pvt. Ltd.</b> As Co-founder and Managing Director of Mobera Systems, built a leading contract research and development outsourcing company with expertise in multiple sectors including communications, storage, defence, consumer internet, and security.
<b>2001 to 2003</b>	<b>Co-Founder and CEO</b> <b>CNC Inc.</b> CNC Inc, based in Silicon Valley was founded after the dot-com bust and was a roll up of services companies in the networking and communications industry.

<b>1998 to 2000</b>	<b>Co-founder and CEO</b> <b>ViV-Echange Inc.</b> ViV- Exchange Inc. based in Silicon Valley was an early SAAS and technology e-enablement platform for distributors in the US pharmaceutical and healthcare sector
<b>1995 to 1998</b>	<b>Senior Product Manager – SMS, Unified Messaging</b> <b>Market Manager – Asia</b> <b>Centigram Communications</b> Centigram Communication, based in Silicon Valley was an early telecom pioneer and market leader of SMS gateways, prepaid platforms, unified messaging, and enhanced services. Puneet held multiple responsibilities at Centigram Communications. As Market Manager for Asia he had complete marketing responsibility for the region and supported the sales and country offices in China, Korea, Taiwan, Hong Kong, Japan, Philippines, Singapore, Australia, and India. As Senior Product Manager, he worked very closely with key customers and the engineering team to define and deliver on the next generation of technology for SMS platforms and unified messaging.
<b>1994 to 1995</b>	<b>International Marketing Manager</b> <b>Measurex (Honeywell)</b> Measurex Corporation based in Silicon Valley was a pioneer in sensors and scanners used in continuous manufacturing industries globally. Puneet had global marketing responsibilities and supported the global sales teams in paper and steel industries.
<b>1992 to 1994</b>	<b>Market Analyst</b> <b>U.S. Borax.</b> U.S. Borax (Part of RTZ) was the global market leader in the mining of Borax and Borates. As Market Analyst, Puneet performed the role of global market and pricing analysis using advanced psychometric models.

#### **OTHERS:**

**Global Board Member and Trustee – TiE Global**

Nov 2009 to Dec 2012

**President – TiE Punjab and Chandigarh**

Aug 2008 to Dec 2012

TiE is the world's largest organization that nurtures supports entrepreneurship globally. TiE headquartered in Silicon Valley has 12,000+ members in 60+ Chapters and 15 Countries including major cities like Silicon Valley, Los Angeles, New York, London, Frankfurt, Manchester, Singapore, Hong Kong, Mauritius, Mumbai and Delhi.

#### **EDUCATION:**

**Masters in International Business**

American Graduate School of International Management  
(Thunderbird), Glendale, USA

**Bachelor in Engineering (Mechanical Engineering)**