

Contact

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Top Skills

Outsourcing
Business Intelligence
Vendor Management

Languages

Bahasa Malaysia (Native or Bilingual)
English (Native or Bilingual)
Tamil (Limited Working)

Honors-Awards

Outsourcing Provider of the Year & Best offshoring engagement

Francis Meganathan

NuCash Founder and CEO
Kuala Lumpur

Summary

- Founder & CEO NuCash Sdn/ Bhd - a global enabler for cashless payment & collection systems.
- Business Leader responsible for the South East Asia Sales Organisation negotiating multi-million dollar deals.
- selling and negotiating multi-million dollar deals, providing consulting service to Fortune 500 companies,
- working with Asian conglomerates on their expansion plans and strategic technology implementations for the Oil&Gas and Food & Beverage industries.
- worked on global initiatives; have been based out of Manila, London, Kuala Lumpur, Singapore and Jakarta.
- work with large Asian conglomerates helping them expand across their national boundaries -

I consider myself as a RAINMAKER, and have demonstrated an innovative and entrepreneurial flair in my approach to delivering value. Some of the highlights

- P&L I currently manage is 45M and I have 5 direct reports
- largest deal that I have sold was worth USD30M, the average deal size is about USD 2M.
- largest project I have managed was worth USD\$100M over three years.

Specialties: Business RainMaker

China selling and implementation expertise and experience
Outsourcing deal making
Project management

Experience

NuCash plt

Founder

January 2017 - Present (5 years)

Kuala Lumpur, Malaysia

Proteas Innovation

Executive Director

May 2015 - October 2016 (1 year 6 months)

I am responsible for growing the business and driving the strategic goals. The goal is to be the leader in Business Analytics Innovation.

I am driving the selling of InfoSense - "making sense of information"

Cuscapi Bhd (CUSC)

Business Leader (SEA)

July 2008 - April 2015 (6 years 10 months)

Sales for the south East Asia region

5 direct reports and 15 staff

Generated 45 million in sales

Cuscapi Bhd

Senior Vice President

January 2011 - December 2012 (2 years)

Peremba Square, Kuala Lumpur, Malaysia

Responsible for Consulting & Outsourcing businesses for the Cuscapi group

Proteas Innovation

Principal Consultant

January 2007 - November 2011 (4 years 11 months)

Cuscapi Berhad

Managing Director (Outsourcing Services)

2008 - December 2010 (2 years)

Cuscapi Outsourcing

Managing Director

July 2008 - July 2008 (1 month)

Responsible for the overall growth and success of the company. Tasked by the stakeholders to grow it fivefold in the next 3 years and bring value based & innovative approaches to the outsourcing industry.

Accenture

Senior Manager

1996 - 2002 (6 years)

Accenture Malaysia

SeniorManager

1996 - 2002 (6 years)

Education

London South Bank University

Master's Degree, Management Information Systems and Services

University of Brighton

Bachelor's Degree, Computer science and physics