

# VENKATESAN VAIKUNTAM

## ~PMP Certified/Engineer/MBA

Senior Management Professional-32 years' experience in Business Development, Start-up & Scale-up new business~  
~ Channel Partner Management ~ Profit Centre Operations- BPS/KPO Process transformation, Strategic Planning- Leadership  
and Team building



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**PROFILE SYNOPSIS-** PMP Certified/Engineer/MBA- (RBNQA, TQM Leader, Independent Franchise Consultant, MDP, Corporate Leadership Development certified).

32 years of experience:- ( India, Philippines, Tanzania and Nigeria)

Sales, Marketing, BD, Profit Centre Management, Initiating Start Ups and scaling up, Cross functional team development, Channel partner and suppliers development, international import/export logistics, BPS.KPO Process transformation, Strategic Planning, Leadership roles. In diversified domains, products, regions and progressively growing cross functional responsibilities from Sales Engineer to CEO/COO/CCO/ Leadership roles & Management Consultant

**Domain experience:-**

Manufacturing, trading and services.

**Products/Services experience:-**

Manufacturing- 17 years Plastic piping involving PVC, uPVC, mPVC, HDPE, LDPE, LLDPE pipes and fittings, micro irrigation equipment, household injection moulding/blow moulding plastics, chairs, roto tanks, PP Woven Sacks with PP Raffia raw materials. FMCG Fruit drinks

Trading- 3 years - Industrial and Commodity chemicals.

Services- 12 years- Visa Application processing outsourcing, BPS solutions to Missions, Embassies, BFSI, Corporates, Health Care segment, Front office and Back office Process Management, Records/information Management, Digitization Services, EDMS software solutions, SaaS, BPaaS, Cloud storage services with Data Centre, AWS, MS Azure.

**International Business Exposure:-**

Manila- Philippines:- 2000-2001- One year residential executive MBA from Asian Institute of Management- Successfully competed Management Research Report assignment with Colgate Palmolive- Philippines. Designed an entry strategy for their liquid detergents brand into Philippines market.

Dar es Salaam- Tanzania:- 2001-2003- Assignment with DPI Simba Ltd ( Group company of Sumaria Group and JV of DPI plastics South Africa and Simba plastics Tanzania) as National Sales and Marketing Manager to grow business in East Africa through development of Channel partners/ World Bank and UN project consultants.

Lagos-Nigeria:-

2003-2011- Start-up PP Woven Sacks manufacturing unit set up in Lagos for Lavigar Processing and Packaging Ltd (Seafood products-Triton Group). Start-up- Chemical trading vertical initiation for Nagode Industries Ltd for Paints, Cosmetics and Detergent chemicals. Led the global import logistics of Chemical raw materials.

Initiated Visa application centre front office operations for various missions in West Africa for VFS Global Services (Nigeria) Ltd and led the profit centre operations/ team building.

2020-2022:- Organization Development for Intelics Solutions Nigeria Ltd. (100% Subsidiary of Writer Biz Serv Pvt Ltd.- Mumbai) for Records Management, Digitization, BPS, SaaS, BPaaS, EDMS Solutions, Cloud storage services with Data Centre, AWS, MS Azure and Rida National Plastics for FMCG and Household Plastics and PVC Pipes.



## Personal Details:-

- *Date of Birth:* 22nd April 1967
- *Languages Known:* English, Hindi and Tamil
- *Residential Address:-* H-314 HImagiri Meadows, Bannerghetta Road, Bangalore 560083 Karnataka.
- *Passport No.:* Z-4642814 (valid till 21.12.2027)

## Qualifications:

- PMP Certified by PMI institute USA-2020
- RBNQA-Performance Excellence Examiner trained-2021
- Master in Management— (International Business Management), Asian Institute of Management Manila –Philippines. 2000-2001
- B.E. (Agrl)- TN Agrl University-1984-89
- PGDM ( HR) – IGNOU- 1995-98

## Professional Membership:

- Member- PMI Institute USA
- Member -Indian Professional Forum Lagos Nigeria
- Member- AIM Alumni Association Mumbai

## Career Timeline

**1990-2000-India-Sales Engineer to Area Sales Executive-( Pipes and Irrigation Industry) – Marketing/Channel Partners Dev**

**2000-2001- Manila-Philippines- (MBA- International Business Management) – Residential One Year Program**

**2001-2011- Africa ( Tanzania and Nigeria)- National Sales Manager, Profit Centre Head, G.M V.P ( PVC/HDPE Pipes, Plastic Packaging, Chemicals trading and Visa Processing Front Office and Back office management- BPS/SaaS) – BD/Top line and Bottom Line responsibilities- Team Building**

**2011-2021- India- V.P-SBU Head and CEO (Visa Back office process BPS/SaaS, EDMS digitization Management.)- Process Excellence focus, top line and bottom line responsibilities, Organization and Team Building.**

**2021-2022 (Nov)- Lagos Nigeria COO& Country Head, CEO/CCO (Records Management, Cloud storage, EDMS software, back office Process Services/SaaS/ KPO/ FMCG Plastics industry)- BD/ Organization and team Building- Top and Bottom line responsibilities.**

**From Dec 2022- India – Bangalore- (Management Consultant-FMCG/Brand Management Industry/Franchise Partner Development/ Investors onboarding)- Channel partner dev and team building. BD with Top line and Bottom Line responsibilities**



**Dec 2022- Till date- Chief Consulting Partner/Regional Head- Business Operations-Francorp International Inc- Illinois /Franchise India Brands Ltd- Delhi, based at Bangalore**

Management consulting, Business Models & Strategy, Brand Positioning, Franchise and Channel partner development/ Investor onboarding

**Aug-2022-Nov 2022 CEO-Real Drinks Company Ltd & CCO- Rida National Plastics Ltd Lagos Nigeria**

FMCG division Fruit Drinks- Overall responsibility of leading the organization Topline, Bottom-line, team building responsibilities -Household plastics, Chairs, PVC Pipes and fittings BD/ Channel partner development/ Market research/ Costing and Pricing Employer could not process my Visa extension due to some issues with their compliance with the Immigration department. Hence I had to return back to India.

**Oct 2020- Aug 2022- COO/Country Head-Nigeria Intelics Solutions Nigeria Ltd-Lagos- (Group Company of Writer Information Services Ltd Mumbai)**

Records Management/Documents Storage/ Document Digitization/Cloud Storage/ EDMS Software/ Back Office Process/SaaS Overall responsibility of Organization Development and top and bottom-line. Due to fluctuating Naira Dollar exchange rate and uncertain economic situation in Nigeria Company could not afford to continue business and eliminated Country Head Position.

**Dec 2018-Sep 2020- Chief Executive Officer-Start Up-Athena Global Systems, Navi Mumbai India -Records Management Documents Storage/ Document Digitization/Cloud Storage/ EDMS Software/ Back Office Process/KPO Overall Organization Development responsibility. Due to corona and financial difficulties, the startup management decided to wind up.**

### Other Trainings undertaken

- MBTI Training Program in 2002
- TQM Facilitator – Leader for Major Cost Saving Projects using Six Sigma Tools in 2006
- Management Development Program- 16 day condensed MBA Course Refreshing the Principles of all Facets of Management in 2010 by Kuoni Academy Mumbai..
- Corporate Development Centre- 3 day Intensive Leadership Training Program by Kuoni Academy Switzerland.
- Independent Franchise Consultant- Certified by Franchise India Brands Pvt Ltd
- PMP Certification 2021

**Languages Known---** Tamil Hindi and English (Read Write and Speak)

### Soft Skills

- Executive level communication
- Analytical and number crunching
- Leading from the front- Lead by Example
- Integrity and interpersonal skills
- Team Player- Learn from the Team and guide them
- Flexibility to adapt to new business environment
- International Business and Team Management Skills
- Ability to manage pressure with clear mind
- Efficient time management skills- Adhere to timelines.

**Jan 2010-Nov 2018 Vice President and SBU Head VFS Global Services Pvt. Ltd., Lagos - Nigeria and Mumbai**

Profit Centre Operations, Visa Application Centre – Front office and Back office Ops- BPS- West Africa BD with Missions and Embassies- SBU Head-Centralized Data Processing Unit-Back Office Process BPS EDMS Software Sales and implementation- India.

**Feb 2007-Dec 2009 General Manager- Projects and BD Nagode Industries Ltd. - Lagos Nigeria**

Start Up- Chemical Trading Verticals- Paint Chemicals, Cosmetic Chemicals, Detergent Chemicals –Global Supplier negotiations, Import Logistics, BD Costing Pricing P and L responsibility.

**Jun 2003- Feb 2007 Senior Manager- Profit Centre Head Lavigar Processing and Packaging Ltd.-Start Up-( Seafood Products Group Lagos Nigeria.)**

Startup- PP Woven Sacks manufacturing unit from scratch. Cross Fictional Management. Profit Center Operations. Focus on Marketing and BD. P and L responsibility.

**Jun 2001- Apr 2003 National Sales and Marketing Manager DPI Simba Ltd. - Sumaria Group- Dar Es Salaam Tanzania- ( in tie up with DPI Plastics South Africa)**

U PVC/m PVC/ HDPE/LLDPE Pipes, fittings - Sales/ Marketing/ Channel Partner Development- World Bank Project consultants coordination..

**Feb 1990- Apr 2000--Sales Engineer to Area Sales Executive (Jindal Irrigation Systems Ltd., Jain Irrigation Systems Ltd., Voltas Ltd. Netafim-&Excel Industries Ltd.- South India)**

U PVC/m PVC/ HDPE/LLDPE Pipes, fittings Drip and Sprinkler Irrigation- Sales/ Marketing/ Channel Partner Development

Yours truly  
Signed  
Venkatesan Vaikuntam

**Attached:- Information in Detail.**

## Skills Details

**A Business Management professional** offering 32 years of experience in Business Management, Leadership, Entrepreneurship, Business analytical skills.

**Strategy Architect** with expertise in implementation of product road-maps, sales & marketing strategies, programs to improve sales opportunities, development of short- & long-term strategic plans including annual business plans, promotion & innovation strategies with P&L and budget responsibility.

**Diversified Industry experience** in manufacturing, trading and services domain with sales, marketing and BD as core competency and groomed competency in cross functional areas like, strategic planning, start-up initiation and scaling up product costing with Sales, Marketing and BD core competency and groomed competency in cross functional areas like, strategic planning, start-up initiation and scaling up product costing, KPI monitoring team grooming and goal setting, supply chain and logistics raw materials procurement, project management KPO and back office Management.

**International business management exposure** with 12 years of experience in Tanzania and Nigeria in the above domains, incorporating skills in all cross functional areas.

**Leadership and Team Development skills**- Led teams of 50-200 professionals in India and Africa. Mentoring teams through setting up KRAs and guide them.

**Negotiation's skills** in procurement of raw materials in highly competitive global markets, forging Joint Ventures/Strategic Alliances/Tie-ups with Key Business partners, Vendors, Suppliers globally, through complicated negotiations on SLA, pricing, delivery and payment terms

**Planning Skills**- Formulating annual sales plans, AOP, forecasts for each product, based on historical data, market trends, competitive activity, promotional strategy, sales effort and sales promotional plans.)

**Project Management Skills -PMP certified** - Successfully executed projects in Micro irrigation, Water reticulation, start-up manufacturing projects in plastic pipes and packaging start up trading projects in chemicals trading, outsourcing and back office management projects, e DMS software installation and digitization projects.

**Business Analysis and Performance monitoring** with skills in analysing Revenue, EBITDA, market share, ROI, Formulate strategies to improve the KPIs

**Start-up Specialist** with skills in instituting state-of-the-art technology systems to execute complex strategies and turning around performance of the start-ups with career dotting capacities like start-up founder with entrepreneurial bent of mind.

**Operation Management Skills** to build a more responsive & market-driven organization, developing plans, internal controls/ SOPs to take the business to next level.

**Consulting Skills**- Assignments with Franchise Brands India Pvt Ltd,-New Delhi Talent Corner HR services Pvt Ltd Mumbai, Creative Media Pulse technologies- London.

## Details of Roles and Responsibilities/Achievements

*Dec 2022- Till date*

*Nikko and Co- New Delhi-India- Based out of Bangalore*

*(FMCG products- Aluminum Foils for domestic and industrial use, napkins, cling films, foil containers)*

*Based out of Bangalore-India*

*Management Consultant-South India ( Part Time Job)*

1. Setting up Super Stockiest and Distributors network across South India
2. Promote Modern trade in the region
3. Appointing ASM/ Sales Officers across the region
4. Grooming the team. Training them in Product Knowledge/ Sales techniques/ Marketing
5. Setting up KRA/ Result orientation/ Guiding the team on daily basis in achieving the target
6. Resolving issues with SS and Distributors arising out of products and services
7. Team Motivation, daily reporting follow up.

*Aug 2022- Nov 2022*

*(Industry- FMCG and Plastics)*

*Chief Executive Officer – Real Drinks Company Ltd- Lagos Nigeria*

*Chief Commercial Officer- RIDA National Plastics Ltd- Lagos Nigeria*

*( Company could not process my visa extension and hence had to return back to India)*

Performed dual role for RIDA National Plastics Ltd- Lagos Nigeria to streamline operations of their Fruit Juice Division

(Real Drinks Company Ltd-group company of RIDA National Plastics Ltd) and revamping the lost business and market share of Plastics Products – Basins, Chairs, Bowls, Buckets, PVC Pipes

#### **Real Drinks Company Ltd**

1. Rejuvenating the overall operation, controls, in sales/manufacturing/ logistics/accounts/quality
  2. Streamlining the Distributor network and bringing them back into RDCL business
  3. Strategizing promotional / activation/ brand image building activities
  4. Streamlining operational / quality control activities
  5. Modern trade business expansion
  6. Overall responsibility of growing top line and bottom line
- In the three month's tenure, resolved major issues with the distributors, organized distributors meet, cleared issues on pending credit notes, near expiry stock movement, discussions on providing merchandisers to the distributors, creating exclusivity of regions for distributors based on their capacity to invest and commitment to the brand. Finalizing Annual Operational Plan from Aug to Dec for each distributor, Activation plan, and Brand promotion activities.
  - Initiated van sales for distributors to clear their stock, initiated school activation program, identified 10 new supermarkets for modern trade, cleared outstanding from modern trade to the tune of USD 35,000 in month, established key distributor network across Nigeria to increase sales from USD 285,000 per month to USD 550,000 per month by increasing production from one shift to two shifts. Revamped the website, initiated Digital Marketing efforts, Social media marketing, created pages on Facebook, Twitter, LinkedIn, TikTok, Instagram, Posted videos of quality awareness and Quality testing of our products
  - Streamlined the KRAs of the sales team to give them focus on their weekly and monthly targets. Educated them on their daily movement plan, follow up action plan with the distributors, monitor competitors activities, new products/SKUs in the markets, creating USP for our products "Straw inserted. .Fold it and Sip it". Initiated commencement of Depot at 4 locations at vantage points.
  - Initiated discussions with the laminate suppliers to make another SKU of 125 ml pouch apart from the existing 200 ml pouch to increase sales through smaller pouch due to reduced purchasing capacity of the population due to corona and bad economic conditions.
  - Initiated discussions with NAFDAC – (Nigeria Food and Drug Administration Govt Agency) for approval of new Energy Drink- Recharge for the premium segment of the population.

#### **RIDA National Plastics Ltd**

1. Coordinating process and operations across various functions like Sales, Marketing, Finance, HR, Logistics, Production, and Quality.
  2. Reinstating lost distributor network by bringing in the defunct distributors
  3. Leading the team of sales officers and regional managers. Giving focus with KRA/ Accountabilities
  4. Strategizing new product development based on market demand
  5. Ensuring product presence in all the states of Nigeria through depot and distributor network
  6. Overall responsibility of pricing/ commercial analysis/ realization per kg / contribution per Kg
- Revitalized distributors in 25 states to reinstate the lost business and increase the market share from the current 20% to 50% by December.
  - Streamlined KRAs of the Regional Sales Managers to give them focus on day to day to activities. Monitor competitors activities, market price action, market intelligence.
  - Formulated policies, procedures, programs and objectives to ensure smooth operations, bringing in cost efficiency, competitive pricing Vis a Vis the market, stakeholder satisfaction.
  - Streamlined process to monitor RG / RM price fluctuations and Exchange rate fluctuations, adjust price, rebate and special promo strategies to ensure the Gross Margin and realization per Kg is intact.
  - Classified the distributors to Platinum, Gold, Silver, Bronze based on their turnover. Made plans to ensure expand distributor's network in Silver and Bronze categories to reduce the average rebate offered from 15% to 10% by December.
  - Initiated commencement of depots at 4 vantage points in Nigeria to ensure availability of product to smaller distributors.
  - Revamped the website, initiated Digital Marketing efforts, Social media marketing, created pages on Facebook, Twitter, LinkedIn, TikTok, Instagram, Posted videos of quality awareness and Quality testing of our products.
  - Devised an AOP plan to increase sales from the current 425,000 USD per month to 850,000 USD per month.
  - Increase production output from 400 MT per month to 800 MT per month by adding new injection molding machines and adding new products. Total Injection molding machines in operation -20 –Engel Wintec machines and Haitian Machines
  - Worked out plans to initiate Experience center at key market places to display the plastic products and educate the clients on the difference in quality of RIDA Products Vis a Vis competitors' products, creating the USP. Run promotional videos on quality demonstration and interaction with the clients.
  - The idea is to try and keep our prices 5% above the competitor's prices commanding premium for quality.
  - Initiated market survey of other fast moving, injection molding and blow molding products to strategize product expansion.
  - Initiate new business of PVC Pipes and establishment of distributor network for PVC Pipes and initiate discussions with Bore hole drilling companies to introduce casing pipes target USD 250,000 per month sales by December. Target a production output of 200 MT per month with Kabra extrusion machines.
  - Concluded partnership arrangement with PVC Fittings suppliers locally to ensure supply PVC pipes and fittings for big construction projects and water transportation projects.

#### **Previous Organizational Experience**

**Oct-2020 –July 2022 - Intelics Solutions Nigeria Ltd- Lagos Nigeria- BPO/KPO/ITES Industry**

**( 100% Subsidiary of Writer Information Management Services- Mumbai)**

**COO and Country Head.-Nigeria**

**Intelics Solution Nigeria Ltd is a 100% subsidiary of Writer Information Management Services. It was incorporate in 2017 and based in Lagos Nigeria.**

#### **Key Result Areas**

- Streamlining the operations, processes in the four verticals- Secured Storage services, Business Process Services, Digital Services, and Cloud Data Services.
- Business growth target from NGN 50 million to NGN 400 million in 2021-22 and NGN 800 million in 2022-23
- Grow strategic alliances with consulting companies and IT service providers.
- Formulate Entry Strategy into nearby countries
- Groom local teams

## Achievements

- Concluded deal with Stanbic IBTC bank/First Bank for Secured Storage services/Digital Transformation Services / Back-office process services to the tune of NGN 50 million.
- Concluded with NDIC for digital transformation services to the tune of NGN 80 million.
- Concluded partnership with three consultants- two in Nigeria and one in Ghana.
- Concluded business partnership with E&Y Nigeria
- Associated with CSEAN/MAN. Participated in Cyber Security Seminars /MAN conferences.
- Initiated call center operations with Lagoon Hospital- Lagos

**Dec'18-Mar 2020:** Athena Global Systems- Start Up- Navi Mumbai – BPO/KPO/ITES Industry

CEO

## Key Result Areas

- Contributing as Start Up and Management Consultant with expertise in Strategic planning for start-up and heading end-to-end sales & marketing and cross functional operations of the Business Unit with a goal of expanding the business & improving profitability along with identification & development of long-term revenue growth

## Achievements:-

- Set up the e-DMS /Document Digitization services from scratch and added client base of 10 in one year
- Achieved a turnover of INR 8 Cr between 2018 and 2019 and a EBIT of INR 40 Lakhs
- Groomed cross functional team of 100 in digitization project execution
- Achieved preferred vendor status with major clients like Crown Records Management Ltd and Iron Mountain Records Management Ltd
- Ensured procurement of high quality A4 and A3 scanners and achieved targeted output of 7000 and 12000 images per day of 8 hours
- Trained the managers to be independent in managing the projects and now working on BD/distribution of FMCG projects.

**Jan'10 – Nov'18:** VFS Global Services Pvt. Ltd., Lagos - Nigeria and Mumbai- Visa Outsourcing/ BPO/KPO Industry

VP & SBU-Head (Operations and BD)

## Key Result Areas:

- Directing wide variety of activities inclusive of managing budgets, sales forecasts & reports accordingly as per business plans & requirements to achieve maximum sales & enhancing business revenue
- Conceptualizing & implementing competitive strategies for generating sales, developing & expanding market share towards the achievement of revenue & profitability targets
- Acting as a core member of the Leadership/Management Team:
  - ✓ Devising entire staffing, sales & marketing and designing strategies - Adding value to the YOY growth
  - ✓ Making high-stake decisions to combat mission-critical business challenges
  - ✓ Defining operational management of personnel and strategic growth
  - ✓ Making sure to achieve desired sales targets set by the management team
- Setting benchmark by establishing and evolving the strategies in order to achieve the defined goals and company short-term and long-term vision
- Implementing strategic vision, driving organizational change, infusing new product development ideas & taking business performance to the next level
- Extending strategic support towards the Technical Departmental Heads and Senior Management relating to the organization strategic initiatives
- Conducting competitor analysis (Product base) in order to keep track of the competitor moves and ensuring meeting of the strategic goals
- Collaborating with top management and sharing insights & inputs on the prevalent market scenarios
- Working in close coordination with the Promoters for effective decision-making relating to operational activities and setting up the goals that promote company growth
- Entrusting with responsibilities of:
  - ✓ Resolving conflicts, performing business negotiations & taking critical decisions
  - ✓ Managing technology selection, introduction of innovating products along with management of production & procurement

## Achievements:-

- Set up Visa application centres for South African Embassy in Lagos- Nigeria, France Embassy in Ghana, Netherland Embassy in Kenya and increased EBIT by 10%
- Improved process efficiency in UKBA Mission in Lagos Nigeria
- Transformed a cost centre ( Centralize Data Processing Unit- Mumbai) to a profit centre between 2011-2014 and achieved an EBIT of INR 70 Lakhs
- Led the CDPU team to achieve the award - The best Process Innovation, Process Quality and Leadership Award-2012 under supply chain Innovation Category -World Quality Congress- Asia Chapter- Global Awards for excellence in Quality and Leadership.
- Expanded business from Embassies and Missions , Bank and Insurance clients for Document Digitization and added INR 10 Cr to top-line of CDPU in 2017-18
- Groomed teams to achieve performance up to their potential by setting and guiding them in their KRAs

**Feb'07 - Jan'10:** Nagode Industries Pvt. Ltd. - Lagos Nigeria- Chemicals Trading Industry

General Manager- Projects and BD

## Highlights:

- Initiated and set-up 3 new business verticals in chemicals trading- Paint Chemicals, Detergent Chemicals and Cosmetics Chemicals resulting in additional revenue of USD 5 Million in 2007-2008. Negotiated with chemicals raw materials suppliers across Asia and Europe to get competitive pricing and efficient JIT raw materials, thus reducing warehousing cost and cost of storing; Saved USD 0.5 Million in 2008-2009
- Achieved EBITDA of USD 10 million from 2007 to 2010 through the new verticals

**Jun'03 – Feb'07:** Lavigar Processing and Packaging Ltd. (Triton Group) Lagos Nigeria – Plastic Packaging Industry

Senior Manager Profit Centre Operations

## Highlights:

- Set-up a PP woven sacks manufacturing unit from scratch with 12 loom operations and increasing the market share & revenue by growing



operations to 54 looms within a span of 2 years. Achieved targeted top line & bottom line through managing day-to-day production operations, sales/marketing, new customer acquisition, market penetration and importation of PP raffia raw materials Successfully achieved EBITDA of USD 1 mio per annum with 54 looms in coordination with a team of 20 personnel including Managers and Officers

- Served as the Secretary of PP Woven Sacks Manufacturers' Association - Nigeria and represented the association for meetings with the Secretary to the President for Industries Development, on an agenda to prevent imports of finished PP woven sacks from Asian and European countries into Nigeria, to help the growth of local manufacturing of PP Woven Sacks and succeeded in getting the GO signed by the Secretary

**Jun'01 - Apr'03:** DPI Simba Ltd. (In tie-up with DPI Plastics of South Africa) – Plastic Pipes Industry

National Sales and Marketing Manager- Dar Es Salaam- Tanzania

Highlights:

- Successfully established DPI Brands of fittings in the Tanzania and East African Markets leading to additional top line of USD 1 million in 2001-2002..Completed water reticulation projects with NGOs working for UN projects establishing DPI Simba Brand of Pipes and fittings adding USD 2 Million to the top line in 2001-2003..Groomed channel partners across Tanzania to increase marketing network and enhanced revenue by USD 0.5 million in 2001-2003

**Feb'90 – Apr'00:** Jindal Irrigation Systems Ltd., Jain Irrigation Systems Ltd., Voltas Ltd. & Excel Industries Ltd. (In tie-up with Netafim Irrigation of Israel), Hyderabad, Bangalore, Coimbatore – Plastics Pipe and Irrigation Industry

Sales Officer to Assistant Manager – Marketing (*Managed Sales and BD operations of irrigation products and projects in South India- Liaising with Govt Officials for subsidy schemes and irrigation concept popularization*).