

PROFILE SUMMARY

A high energy, accomplished business executive, who is strategically/entrepreneurially minded, goals oriented, bottom line motivated and passionate about building and managing high performance teams to execute sales, delivery, and other operational objectives. I have a strong track record of starting from 0 and ramping it up to BAU to enable a BOT (Build, Operate and Transfer) succession model for organization and clients across APAC, ME and North American region.

KEY COMPETENCIES

Sales & Business Development | Servant Leader | CXO Experience Management | Strategy Planning & Analysis | Management Consulting | Program & Project Management | Bid Management | Team and Resource Management | Procurement and Vendor Management | Digital Transformation | Analytics | Process Design and Optimization | Innovation & Continuous Improvement

PROFESSIONAL EXPERIENCE

Principal Founder & CTO

Oct 2021- Present

A Tech Product for Construction Industry

- Conceived and extrapolated an idea to venture into entrepreneurial journey in the SaaS based Equipment Technology sector.
- Cultivated market validation strategies for APAC region and identified champion validators in India, Singapore, Malaysia, and Indonesia.
- Created detailed specification and wireframes to enable ease in product development activities.
- Secured USD 34K seed from friends & colleagues to help transform the idea into MVP.
- Onboarded a co-founder to help cover the large Indian Market and conduct tech-sentiment analysis to help refine the product for the region.
- Assumed the role of CTO and programmer to lead the entire development activities, starting from design blueprints, resource planning, work assignment and user validations.
- Onboarded and managed 2 freelance full stack developers and 1 UX designer in Sri Lanka, Vietnam, and India, respectively to help launch the MVP in 7 months.
- Generated nominal subscription fee from the champion validators across Asia to enable KTLO.
- Built and maintained strong relationships with angel and venture investors across Asia and North American region.

Regional Head

Mar 2020 – Nov 2021

Collabera Inc

Collabera Inc., specializes in providing talent transformation & Information technology consulting services to clients across NA, EMA, APAC.

- Managed business development, account management, resource and project delivery for Singapore, Malaysia, Philippines, and Australian market.
- Rejuvenated a low performing service line into a multi-million \$ performing asset and ensuring recurring revenue commitment.
- Increased productivity and established cross functional stakeholder engagement across Asia and Europe.
- Enabled footprint into the government sector for the first time in the APAC region.
- Led in-house product to be commercialised under the IMDA Accreditation program in Singapore.
- Onboarded and managed competent and high performing partners in Thailand, Vietnam, and South Korea to extend support to strategic program execution.

- Consistently generated USD 8 Million Per year for the BU at 27.5% Net Margin
- Single handed managed multiple vendors across region enabling 93.4% project success rate (Time and Budget) over 2 years of development phase.

Business Development and Customer Success

Oct 2018 – Oct 2019

Black Tangent

Black Tangent was a young start-up with focus on building software, consulting and providing analytical solutions for industry leaders, primarily in the telecom industry.

- Defined, implemented, and executed GTM strategies for Southeast Asia Pacific Region on a QnQ basis by adopting agile sales techniques.
 - Built Alternate revenue avenues with independent focus of non-CSP industry to help product development efforts of the team.
 - Define product fit and segmentation strategies in coordination with the development team.
 - Assumed the role of product manager, to work/supervise closely with the clients and team to stay on track on project scope and complete transparency.
 - Defined & executed field marketing efforts such as trade-shows, exhibits and events to enable product outreach among telecom professionals
- Onboarded 2 major beta clients (StarHub & Axiata) within 4 months.
 - Revenue commitment of \$3 Million over 2 years of development phase

Associate Vice President/Managing Consultant

Feb 2014 – Sep 2016

HyperThink Systems

HyperThink is a leading IT and business services company with a diverse services portfolio and a focus to provide integrated services in Technology and Operations.

- Built & managed and handed over the BU for analytics in the APAC, & Middle Eastern region from \$0 to \$14 Million revenue and team from 0 to 7 (internal) and over 60+ partner developers & delivery partners.
 - Led Lead the steering committee chair with clients/project teams to address issues, risk, and escalations with CXOs and mid-level KDM'.
 - Helped the team create vision for the customers and develop plans to drive sales, by leveraging partners (e.g., System Integrators, ISV, & industry veterans) to add value to increase customer outcomes.
 - Successfully manage contract negotiations, involving Legal partners and other regulatory authorities as necessary, and develop negotiation plans and strategies.
- Built revenue pipeline of USD 24 Million within 9 months.
 - Played vital role in increasing CSAT from 56.38% to 84.81%

General Manager

Jun 2013 – Feb 2014

Icon Business Solutions

ICON Business Solutions is a global business offering a consulting service to SME's.

- Led P&L responsibility of strategy, Delivery, Business Development and Account Management
 - Oversee and delivery operation with the leads to ensure effective resource management and low escalations.
 - Equipped the team with new revenue generation avenue to add 12% addition to group revenue.
- Increased qualified pipeline by 34% and conversion rate by 42%
 - Achieved 143% of the assigned quota target (USD 1Million vs USD 1.2 Million)

Manager, Client Relations

Jun 2008 – Jan 2013

MphasiS, An HP Company

Senior Executive, Business Acquisition

Dec 2006 – Mar 2008

Collabera

Market Research Analyst

Jan 2006 – Dec 2006



UBICS

EDUCATION AND PROFESSIONAL QUALIFICATIONS

Educational

- Post Graduate Diploma in Business Administration (2020)
- Diploma in Information Technology (2005)
- Bachelor of Commerce (2005)

Professional

- Project Management Professional (PMP)
- Power BI Data Analyst Associate
- GCC Certified (GovTech)
- CEI- KAH

TOOLS, TECHNOLOGY & PLATFORM

Tools

- Microsoft Excel, PowerPoint, Word
- Microsoft Teams, Slack

Technology

- HTML, CSS, Java Script and Python
- SQL & MongoDB

Platform

- Salesforce, Microsoft Dynamics 365, Zoho, HubSpot, & SugarCRM
- Beeline, IQNavigator, FieldGlass, WAND, SuccessFactors
- AWS, Azure and GCC (GovTech)

PERSONAL INTEREST

Open Innovation | Technology Commercialization | Sustainability | Diversity | Elder Care