



Venkitakrishnan N Kailasam + premium Featured

Results-driven, Globally experienced, Executive Director (Board Member) & CEO seeking roles in the Top Management cadre of firms of repute

Current Designation: Business Advisor	Total Experience: 25 Year(s) 0 Month(s)
Current Company: Independent Consultant	Notice Period: 15 Days or less
Current Location: Mumbai	Highest Degree:
Pref. Location: Bengaluru / Bangalore, Chennai, Hyderabad	
Functional Area: IT Software - Application Programming / Maintenance	
Role: Head/VP/GM-Technology(IT)/CTO	
Industry: IT-Software/Software Services	
Marital Status: Married	
Key Skills: Executive Director (Board Member), Head/VP/GM Project Management, Performance Management, Sales, Marketing, Business Development, Investor Relations, Business Analysis, Sales Planning, Revenue Generation, Corporate Strategy, Product Development	
Verified : Phone Number Email - id	

Last Active: Jan-Mar 2021 Last Modified: Jan-Mar 2021

Jump to Section [Work Experience](#) | [Education](#) |

Summary

Strategic Business Leader with natural skills for building new business offerings with over 25 years of rich experience in market expansion, brand building, financial operations and generating new business with innovative branding and promotional strategies in various industries.

Proven excellence in envisioning and creating successful outcomes in complex situations.

Built a track record of successful roll-outs, management and turnaround of fortunes through effective planning
Broad-based expertise in strategy, business development, operations and in leading large teams, both in India and Overseas

Played a key role in turning around an under-performing company by completely changing its business model and strategy and growing annual revenues many times as well as achieving break-even within a year of assuming charge as the CEO.

Work Experience

Independent Consultant as Business Advisor
Jan 2020 to Till Date

GlobalSpace Technologies Limited as Executive Director (Board Member)
Aug 2015 to Nov 2019

Key Result Areas:

Analyzing key business drivers and developing strategies to grow the top and bottom line
Identifying new streams for revenue growth & developing plans to build consumer preference
Initiating contact with potential customers for developing leads; maintaining healthy business relations with major clientele, ensuring maximum customer satisfaction by achieving performance parameters delivery & quality norms
Strategizing go to market planning with coordination with other verticals as per plan
Conceptualizing and implementing business strategies to penetrate accounts and expand existing ones
Collaborating with industry influencer and strategic partners to identify new business leads

Significant Accomplishments:

Successfully took this Pre-IPO company to IPO working closely with all stakeholders during the IPO process right from identifying and appointing the merchant banker, the legal team, the compliance team and the PR agency
Established new strategic direction for leading financial turnaround and building strong leadership team that delivered bottom-line improvement
Recognized for guiding functional leaders in formulating new vision and strategic direction that successfully repositioned divisions as differentiated competitors in the market, adding value and earning prominent role in mainstream corporate strategy
Enhanced the organization's revenue company from the scenario of lowest-ranking profits to double-digit growth both in terms of revenue and EBITDA
Opened up new verticals that contributed to almost 50% of the annual revenue growth
Successfully facilitated a small-sized company acquisition to augment existing product lines



Important

- Using Free CV Search you have access to featured candidate profiles of Naukri. You can browse through the profiles and email the candidates of your choice directly using the email option provided. To prevent misuse of candidate information, contact details and attached resume of the candidates have been withheld.

Spearheaded management team in identifying and correcting critical problems; reduced and streamlined overhead expenses, strengthened product gross margins, overhauled and improved operating processes and systems, resolved quality and warranty issues, and differentiated product lines
Re-established the company as the most preferred one for pharma sales force effectiveness solutions

■ **Technology Management Services Ltd** as Chief Executive Officer
Nov 2011 to Mar 2013

Significant Accomplishments:

Administered day-to-day operations of the company and ensured that the operations were consistent with the policies developed by the Board of Directors
Spearheaded change as well as strategized overall revenue growth & profitability, brand building and enhanced shareholder value
Played a key role in turning around the company in 10 months from assuming charge as CEO and grew the business by almost 45% from a cash negative position
Implemented innovative business concept to address under-served niche market and integrated new model with existing one
Pivotal in restructuring the entire organisation to become revenue focussed and customer-centric
Recognized for creating market acceptance and building brand recall value by winning important deals outside the BAI Group
Initiated and concluded partnership agreements with IBM Africa and ACCPAC Africa that contributed significantly to the new income generated

■ **Intense Technologies Ltd** as Vice President - Sales
Feb 2010 to Apr 2011

Significant Accomplishments:

Directed the global sales, channels and consulting organisations with overall responsibility for company's revenue goals and growth
Helped company become cash positive in the current financial year by increasing revenue quarter on quarter and bagging high value deals
Developed processes and streamlined sales, consulting and alliances functions to focus on revenue goals and enhanced customer experience and management
Achieved overseas market penetration by closing net new deals in Indonesia, Malaysia, Fiji Islands and MEA regions and by also built a healthy pipeline through business development activities and new partner recruitment
Helped set up the sales, consulting and alliances functions in Mumbai from scratch
Developed and expanded partner network comprising of OEMs, SI and VARs across India, EMEA and helped establish reach, coverage and representation both in the domestic and overseas markets
Improved GTM productivity (moved from monolithic GTM approach to mosaic approach) that delivered an increased net revenue to operating profit spread

[^ Back to Top](#)

Education

UG: **B.Tech/B.E. (Electrical and Electronics Engineering)** from **University of Calicut** in **1989**

PG: **in 0**

[^ Back to Top](#)

Languages Known

Language	Proficiency	Read	Write	Speak
ENGLISH				
HINDI				
Tamil				
Malayalam				

[^ Back to Top](#)

Affirmative Action

Physically Challenged: **No**

Work Authorization

Job Type: **Permanent**

Employment Status: **Full time**

[^ Back to Top](#)

Careers - About Us - Clients - Terms & Conditions - FAQs - Contact Us - Report a Problem - Site Map - Resources
Our Partners: Jeevansathi Matrimonials - ICICIconmunities.org - 99acres - Real Estate In India
All rights reserved © 2021 Info Edge India Ltd.

Careers - About Us - Clients - Terms & Conditions - FAQs - Contact Us - Report a Problem - Site Map - Resources
Our Partners: Jeevansathi Matrimonials - ICICIconmunities.org - 99acres - Real Estate In India
All rights reserved © 2021 Info Edge India Ltd.