

TUSHAR JOSHI

C- 901, Gala Gardenia, Near Safal Parisar, South Bopal, Ahmedabad-380058. India

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Senior Management Professional

Business Operations Management/ Business Planning & Development/ Key Account Management / Pre-Sales / Client consultation / Govt. Liaising/ Tendering/ Bidding/ Contracting & Commercials/ New Territory Exploration/ Brand - Building / Service Delivery Management/ Channel Sales Management

Offering 20+ years of career success in managing business planning & development for vivid category of products

PROFILE

- ✓ Versatile and result-driven business manager with successful career span of over 23+ years in driving Sales & Marketing /overall business operations, with prestigious business organizations.
- ✓ Expertise in evaluation of business case such as IRR, EBITDA & BEP to take business decisions for Cost Benefit Analysis. Demonstrated professional excellence in conceptualizing and formulating Business Plan to set up, steer and stabilize start up operations with distinct business objectives
- ✓ Comprehensive knowledge of Smart Cities, Bharatnet, IPDS, NSGM, NCRMP, NeGP & Digital India initiatives.
- ✓ Strong techno-commercial acumen in developing effective IT Strategies, managing CAPEX & OPEX for the Projects /Products, responding to RFIs/RFQs/RFPs, Financial Management & Planning, etc.
- ✓ Adept in setting up a strong network of channel partners to ensure wide distribution.
- ✓ Competencies in handling top-level liaison in the Ministries, Government departments, PSU's, industrial establishments, industry associations etc.
- ✓ Significant experience in managing the business cycle process from client consultation to closing including identifying opportunities, developing focus, and providing tactical business solutions.

EXPERIENCE RECITAL WITH SIGNIFICANT CONTRIBUTIONS

DRA Group Jul'18-Till Date , Senior Vice President & National Head, Ahmedabad

- ✓ Lead the following functions for DRAIPL's Infotech Business Unit as a Sales Head -: strategize and develop DRAIPL as one of growing master system integrator for large ICT projects in EPC/PPP models. Build the BD, sales, Pre Sales, Solutions, partnership, bid management and projects delivery organisation from scratch.
- ✓ Growth Strategy - : Responsible for growth strategy for DRAIPL's Infotech vertical. Exploring the new segment and new markets for Early Warning Dissemination System, EV charging, Smart Industrial Port Infra, Smart Class and IoT.
- ✓ *Independently managing P & L operations worth INR 300 Cr*
- ✓ Secured contract from Dholera Smart City ~ 70 Cr, Area Based Development (ABD) at NBCC ~ 110 Cr and Integrated Check Post Project at Indo - Nepal Boarder ~ 96 Cr, Jaipur Heritage Smart City ~ 22 Cr

Sterlite Technologies Limited Apr'17-Jul'18, Zonal Business Head, Mumbai

- ✓ Worked on Smart Cities & Bharatnet Projects Focus States – Gujarat, Maharashtra, Chhattisgarh & Madhya Pradesh
- ✓ Secured contract from Maharashtra IT Corporation for Mahanet project (Bharatnet Phase – II) to establish & maintain OFC Grid across blocks & gram panchayats in Maharashtra worth ~ 1550 Cr.
- ✓ Secured OFC Grid project for Ahmedabad Smart City to connect 141 BRTS locations worth ~28 Cr.

Idea Cellular Limited Oct'15-Apr'17, General Manager – Government Vertical, Mumbai

- ✓ Played a major role in collaborating with major alliance partners such as L&T, IL&FS, Wipro, Honeywell, and so on for joint Go To Market strategies along with entire project Life Cycle from bidding to execution.
- ✓ Secured Kochi Smart City Project in JV with M/s Indus Tower – Neutral Host Model

Tata Teleservices Ltd. Aug'10-Sep'15 DGM – Govt. & PSU (B2B) Ahmedabad

- ✓ Drove strategic planning & expansion of telecom network in Government organizations in West region accounting for 22% of overall regional revenue
- ✓ Secured **GIFT ICT project** to provide Telecom Infra solutions

KEY DELIVERABLES

- ✓ Instrumental in strategy formulation and business development plans for the company, setting up all processes related to product management and creating the roadmap for the products.
- ✓ Play a key role in assessing performance, processes and services and provide recommendations regarding process improvements to maximize customer satisfaction.
- ✓ Develop strategies for enlarging the core market base based on market research data while monitoring competitor strategy, building counter strategies to increase the market share of the company.
- ✓ Maintain strong cordials for smooth performance of corporate affairs related activities and actively liaising to obtain all kinds of permissions/ licenses/ approvals/ sanctions from State & Central Govt & PSU's.
- ✓ Plan & conceptualize various strategies to achieve business goals aimed towards the growth in business volumes as well as profitability.
- ✓ Develop a competitive business development and sales strategy, uncovering/ creating new opportunities, identifying dynamic and flexible solutions and managing account activity.
- ✓ Involve in contract administration & management, supervising preparation, compilation of tender documents, bid proposals, project specifications and contract terms & conditions.
- ✓ Provide cutting edge technology solutions aligned with the business requirements within a short turnaround time; respond to proposals, obtain proof of concepts for solution frameworks, prepare SOW, financial & quantitative analysis, and risk management.
- ✓ Arrange feasibility studies for ascertaining customer requirements participate in pre-bid & bid meetings, respond to bids, RFP, RFQ etc. and develop sales proposals aligned to customer needs.
- ✓ Enforce strict adherence to the established SOPs, standards, SLAs, and induced swift project ramp up to ensure committed project delivery with compliance to quality systems.

PREVIOUS WORK ASSIGNMENTS

e-INFOCHIPS Limited

DGM - Sales (e-Governance)

Jul'09-Aug'10

Bharti Airtel Limited

Jun'06-Jun'09

Senior Manager – Sales (Enterprise Services)

- ✓ Received 'Award for Excellency' for exceptional contribution successful completion of EGRAM project from Sunil Bharti Mittal, CMD.
- ✓ Played a major role in the execution of project related activities of the Government of Gujarat's prestigious eGRAM Project worth Rs. 105 Cr. Led the deployment of ICT infrastructure and network across 13716 Gram Panchayats of all the districts in Gujarat.

Reliance Infocomm Limited

Cluster Manager – Postpaid

Apr'04- Jun'06

Arryacom India Limited

Product Manager – Transceivers

Aug'95-Mar'04

ACADEMIC CREDENTIALS

Diploma In Electronics & Communication Engineering 1992
Post Graduate Diploma in Industrial Electronics Engineering (PDIEE) 1995
Diploma in Business Management 1996
Post Graduate Diploma in Management (Marketing) 2001
Post Graduate Diploma (Information Technology) 2008

PERSONAL DETAILS

Languages Proficiency: English, Hindi, Gujarati
Date of Birth: 8th August 1970
References: Available on request

MAJOR PROJECTS ACCRETION

Integrated Command Control - Dholera Smart City

Dholera Special Investment Region, DMIC Project ~ 70 Cr

Greenfield ICT Project - The project packages : ICC, Network Infrastructure, City Applications, ERP, CCTV, VMD & CIOC.

Dholera Smart City Project - Phase I - SCADA

Dholera Industrial Development Corporation

Water SCADA project for Dholera Smart City worth ~30 Cr.

Jaipur Smart City - First Heritage Smart city of India

Jaipur Development Authority (Jaipur Heritage City Area) ~ 65 Cr

Provisioning Interactive Information Kiosks, Environmental Sensors, Structural Sensors, OFC work, Smart lighting solution, Smart Parking, Smart Pole along with Heritage Walk Way and Smart Roads with FMS

Area Based Development (ABD) - Smart Cities Mission, Govt. of India

NBCC (Kidwai Nagar (E), New Delhi) ~ 110 Cr

Redevelopment work at Kidwainagar (East) FTTX Project. The ICT works includes; (i) Optical Fiber Network supplied, installed and commissioned of total length 96.436 kilometres (ii) Network infrastructure to support the water management through water sensors and SCADA network.

Integrated Check-Post (ICP) – RITES

Integrated Check Post Project – Ministry of External Affairs, Govt of India ~ 114 Cr

Networking: OFC laying for 18km with routers & cameras, 144 Nos of IP CCTV Camera incl PTZ, ANPR, SVD and e-Challan , PAS , IP based FADS , IP telephony

Bharatnet Project (MAHANET)

Maharashtra IT Corporation Limited (Maharashtra - Package C) ~ 1550 Cr.

Pivotal role interms of end to end account management for Maharashtra IT Corporation for Mahanet project (Bharatnet Phase II) to establish & maintain OFC infra across blocks & gram panchayats in Maharashtra worth ~ 1550 Cr.

Ahmedabad Smart Cities Project

Ahmedabad Smart Cities Limited (Ahmedabad Smart City) ~28 Cr.

Deployment of OFC Network infra for Ahmedabad Smart City to connect 141 BRTS locations

Smart City Kochi

Participated in JV with M/s Indus Tower to provide telecom infrastructure. This is a green field - neutral host model implemented in line GIFT ICT project of Gujarat.

CCTV based city surveillance and intelligent traffic management system

Govt of Gujarat (Key Cities of Gujarat) ~ 18 cr

OFC connectivity - Bandwidth provisioning at all strategic junctions / locations in four cities of Gujarat. Participation with L&T ECC

Integrated Power Development Scheme

Madhya Pradesh Madhya Kshetra Vidyut Vitaran Company (MP DISCOM locations) ~ 94 Cr

Telecom partner to M/s TCS for establishment of MPLS Connectivity in four DISCOMs of Gujarat & three DISCOMs of Madhya Pradesh

GIFT City

Gujarat International Finance Tec-City (GIFT ICT Project)

Unified Communications and Bulk Internet Bandwidth at GIFT ICT Data Centre

EGRAM

Govt of Gujarat (13716 Gram Panchayats of Gujarat) ~ 105 Cr

Played a major role in the execution of project related activities of the Government of Gujarat's prestigious eGRAM Project worth Rs. 105 Cr. Led the deployment of ICT infrastructure and network across 13716 Gram Panchayats of all the districts in Gujarat.