

Summary:

Balaji is a dynamic business development leader with experience in silicon product innovation and strategic partnerships across the semiconductor ecosystem. He has proven expertise in SoC design, IP licensing, OEM/EDA collaboration, and go-to-market strategy. He is adept at negotiating technical and commercial agreements, leading cross-functional teams, and communicating effectively with both engineering and executive stakeholders.

Name: Balaji Navalpakkam Kannan

Email: nkbalaji01@gmail.com

Phone: 864-328-5837

Location: Austin, TX

Country: USA

Position Category: Other

Desired Job Role: Business Development and Strategic Partnerships Lead

University: The University of Chicago Booth School of Business, Clemson University, Anna University

Degree: Master of Business Administration, Master of Science, Electrical Engineering, Bachelor of Engineering, Electrical and Electronic Engineering

Graduation Year: 2025, 2009, 2006

Years Experience: 15

Notable Companies: Intel Corporation, NXP Semiconductor, Infosys

Top Skills: Strategic Partnership Development, IP Licensing & SoC Integration, Technical & Commercial Negotiations, Semiconductor Ecosystem Expertise, Cross-Functional Leadership, Go-to-Market Strategy & Customer Engagement

Job Intention: full-time

Visa Status: --

Able: no

Subject: Business Development & Strategic Partnerships Lead

Date Sent: 04-22-2025

Resume: Yes