# MANISH KOCHHAR

**(M.Tech, B. Tech, ITIL, PRINCE2, M.Sc. Strategic Studies, ICF Certified Transformational Coach)**

**Experience – Business/Sales, Strategy, Projects, Operations**

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###### Executive Profile

* Seasoned professional with 360-degree experience of all aspects of Business – P&L ownership, sales (B2B & B2C) - National & international, **Business development**, **Program/Project management, operations, maintenance of plant & machinery, vendor management, HR and Administration.**
* Nature of projects handled – Large infrastructure projects including civil construction and Technical implementations, Telecom Network rollout, smart cities, very large projects for Indian Defence Forces, Public Sector and Government verticals.
* Successful leadership of **large geographically separated teams in multicultural complex environment**, ability to motivate and drive the team to achieve KPI. Excellent communications skills at CXO level, a flare for meeting new people and breaking ice easily for business expansion/ enhancement. Experience in leading complex assignments in a multi-vendor, multi technology, multi-geographic & multi-cultural environment**.** Excellent customer and business relationship skills. Proven CXO/CEO interfacing and board level experience.
* Executed various Social Impact / CSR projects as part of Army Sadbhavna Projects like – starting schools, organizing medical camps, skill development projects etc. for underprivileged section of the society.
* Entrepreneurial mindset with over 20 years’ experience in operations& maintenance, HR/talent management and recruitment, team building, project management, budget/cost control regulatory affairs.
* An Army veteran with an ideal mix of disciplined Army life and flexibility required for the corporate sector. Bring on board invaluable qualities like Loyalty, Integrity, courage of conviction, discipline and honesty.
* Confident of successfully heading a new startup/vertical or existing BU in any domain/business, essentially a ‘concept to implementation’ leader.

###### Current Focus

* Business expansion
* Sales & Business Development
* Innovtion and Strategy
* Collaboration and Influencing
* Program/Project Management & Governance
* Network & Infrastructure Roll Out / Operations
* Team Building
* Technology Development
* Risk analysis and mitigation

###### Career Graph

* **Head Broad Access (Sales, operations & Projects) & CTO Fiber Globacom, Nigeria** [Mar 2013 – Mar 2015]

[ May 2017 – Nov 2018]

* **VP Strategic Sales, Amtrak technologies Ltd (Consultant for setting up new vertical)** [ Jan 2017 – May 2017]
* **Director Projects & Customer Success – Sterlite Technologies Limited** [ Jun 2015 – Dec 2016]
* **Projects Head Intracity ( Fiber NW Roll out)** in **HFCL( Reliance Jio)**  [ Mar 2012 – Mar 2013]
* **COO Strategic IT & Telecom Business Unit & Program Director** in **Defence Services** [ Aug 2008 – Dec 2011]
* **Head Managed Services and other ICT positions** in Defence Services [ Dec 1990 – Aug 2008]

###### Professional Experience

**Head Broad Access & CTO – Globacom Ltd, Lagos, Nigeria (Mar 2013 to Mar 2015 & Jun 2017 – Nov 2018)**

* Independently handled the Business unit comprising three critical verticals – Sales (Broadband/fixed line/IDC/Integrated solutions to retail and Enterprise customers i.e. B2B & B2C), Turnkey technical **projects over $ 100 Mn in active phase and $ 350 Mn in future roadmap**) and Passive Network operations including **machine** / **equipment maintenance** in multiple locations in Nigeria and Ghana.
* Responsible for retail and Enterprise voice and data business, development of new products for retail and enterprise segment, development of sales AOP, finance/budgeting, forecasting, training sales team, vendor management, keeping track of the competition and new products in the market, development of channel partners etc. Successfully achieved 27% revenue growth in one year.
* Successfully managed and implemented the deal to provide voice and data connectivity to all ministries of Federal Government hailed as a major achievement having a great symbolic as well as revenue significance. The project was given **wide coverage in the leading newspapers of Nigeria.** Actively worked with the team on bids, Proposal formulation and interface with management for bid approvals.

**Vice President (Strategic Sales), Amtrak Technologies P Ltd (Independent Consultancy role, Jan 2017-Jun 2017)**

Responsible for raising a new defence and government sales vertical, also oversee operations of another new startup in the same group of companies. Involved in design and development of new innovative software/hardware products. Responsible for identifying, create and utilize new opportunities, build relations with Telecom service providers and OEMs for collaboration in big projects / orders. R&D for development of new products, identify new requirements and guide in designing niche products as per market requirement. Improvement of product profile, development of web Apps and exploring business opportunities in cyber security domain were important part of the job.

**Director Projects, Sterlite Technologies Limited, India (Jun 2015- Jan 2017)**

Headed the prestigious ‘Network For Spectrum’ (NFS) and IP MPLS projects for BSNL & Ministry of Defence. Independently handled **projects of more than $250Mn** with P&L finance responsibility in one of the most toughest terrain and work place in the world. Managing a **team of 100 plus** and responsible for end to end delivery within tight timelines, budget and quality constraints. Responsible for establishment, operation and transfer of project, responsible for delivery quality (KPI/SLA) and customer satisfaction, organization establishment and process. Team building, budgeting, planning, pricing, Brand management, exec and all aspects for ‘first time right’ delivery. Responsibility also includes setting up processes and team building for managed services post handing over of the project. Project scope included civil work, IT and telecom work with all aspects of project planning, roll out, installation and commissioning.

Responsibility also included **maintenance and uptime** of company owned plant and machinery as well as tracking uptime of vendor/hired machinery for minimal impact on production line / project timelines.

Used technology to improve efficiency and paved way for implementation of many more innovative ideas subsequently.

Responsible for formulating a robust strategy, structure, processes and team to develop an organisation of international standard, worked closely with team from Accenture in the subject task.

Actively guided, **coached and mentored** the team at various levels for developing more leaders in line with the company’s vision of 10X growth.

**Head – Network Roll Out (Intra City) , Himachal Futuristic Communications Limited, (later Reliance Jio) (Mar 2012 till Mar 2013)**

* Responsible for end to end Network rollout as part of **Project Vijay – the 4G roll out of Reliance** Jio, one of the largest Telco in the world, business development for attracting more business for the manufacturing as well as Project wing of HFCL.
* Responsibility included project planning in all major cities of the country with Mumbai as the first location followed by 69 other major cities. Job involved providing direction and guidance to the project team for ensuring smooth execution on various activities like route survey, assessing technical feasibility, identifying **execution methodology, vendor selection / assessment and management, resource planning, network design and fibre roll out, logistics and SCM** aspects etc.
* Ensuring **machine and plant maintenance** for company owned machinery and inventory like JCBs, HDD machines, various kind of mechanical & electronics technical equipment by creating process oriented maintenance and observation schedules and surprise checks.
* Interacted with highest levels of State Government machinery and affected major changes in Govt policies favoring business by huge CAPEX reduction.

**Group COO & Program Director , Indian Army (Aug 2008 till Dec 2011)**

**Group COO: Strategic Business Unit**

* Led a Tele Communications and IT Strategic Business Unit, **comprising five sub units with 45 executives 1000 engineering personnel** mandated to provide IT and telecom services, Information Security, **Risk Management** support, to entire Southern India Circle with single point of ownership including all **Business, technical, maintenance, logistics, SCM and HR** aspects. Successfully and consistently provided a robust and reliable Network using mix of prevalent technologies and innovative solutions in adverse terrain and climatic conditions within tight SLAs achieving 99.99% network/equipment availability.
* Strict **maintenance and testing schedule** resulted in 100% serviceability of all mechanical, electronics and IT equipment and machinery which was a major factor in award of “**Citation for overall excellence** **and Operational Readiness**”.
* Head of managed services for entire South India Circle as COO south circle and provided strategic guidance for operations, deployment and quality aspects and ensured management of the same in most efficient and cost-effective manner.
* Budgetary control of **INR 200Mn ($ 3Mn)**, single point ownership for operations, maintenance and safety of services/facilities/equipment worth **over $ 100 Mn.**
* Successfully led the team for development of customized software for SME segment.
* Provided technology vision and leadership in the development and implementation of the telecom /information technology (IT) projects, including operations and maintenance of the network. Unit **awarded “Citation for Overall Excellence”, given to the star performer for the year.**

**Program Director**

* **Program/project management** of various Large ICT and civil Infrastructure, projects on PAN India basis in over **150 locations across the country including budgeting and finance**. Exclusive Delivery Experience in Large SI/Core Projects / Program Management of various IT/ IT infra projects in a multi-vendor/multi-platform for projects worth $150Mn.
* Responsible for **Security and Risk Management,** laying down standards/policies aligned with business & operation objectives in terms of quality, services, costs, time, & overall customer experience.
* Planned and coordinated successful raising of **six new startups** in one year. **Budgetary allocation control of INR 250 million** for telecommunications, Information security and Data Networks Infrastructural Projects.

**Head Roll Out & Managed services and other positions - Govt of India (Army) - 1990 – 2008**

**PROFESSIONAL & EDUCATIONAL QUALIFICATIONS**

* Internationally (ICF) certified Transformational Coach
* **International certifications like ITIL, PRINCE2, EXIN Certified in Cloud Computing, 2013**
* Certificate program in Project management, 2012
* **M.Tech** Computer Science with specialization in IT & Telecom, Devi Ahilya Univ, Dec 06.
* **M Sc Strategic Studies**. Chennai University.
* **Graduate of prestigious ‘Defence Services Staff College’**
* Diploma in **Automatic Data Processing Systems** and **Cryptography**, 2000.
* Diploma in and **Electronic Warfare (**1999). **B Tech**: Electronics & Telecommunication Engineering, JNU, 1997.
* Diploma in Logistics/Transport Management (1992).
* Diploma in telecommunication systems management (Young Officers Course) from Military College of Telecommunications, Mhow, India (1991)