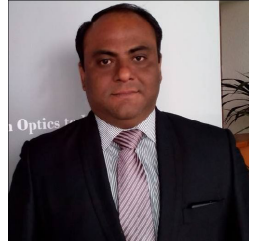


PRAVEEN RAMACHANDRAN NAIR

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Bus Stand Vazhikkadavu (p.o)
Vazhikkadavu Malappuram District Kerala
- 679333



OBJECTIVE

18 years of rich professional experience. A quick learner with exceptional powers of abstraction and ability to develop effective business strategies, create effective positioning stance and commensurate delivery in the organization. A short term successful entrepreneur having found several small business units of engineering service & innovation lab's focused on providing niche technology solutions through partnerships for various engineering segments. Specialties: "Business Development" through Strategic Sales & Marketing, Channel Development, Building & Leading hi performance teams.

EXPERIENCE

11/03/2019 -
28/07/2019

Zemax LLC - USA

Regional Business Head - India

Zemax software helps companies get to a qualified design more quickly by streamlining the workflow and communication between optical and mechanical engineers. Zemax Virtual Prototyping tools include OpticStudio®, the industry-leading optical design software, and LensMechanix®, the best application for mechanical engineers to package optical systems in CAD software. OpticStudio and LensMechanix use the same physics core relied on by NASA and industry leaders to analyze and validate complete product designs.

Responsibilities

- * Merchandise account activities.
- * Direct marketing to new business prospects.
- * Build prospects through existing clients and Account Service group.
- * Develop sales strategies for key prospects.
- * Recruiting, interviewing and hiring outstanding people.
- * Coaching and developing team to achieve results.
- * Communicating, executing and managing internal and external marketing.
- * Analyzing trends and opportunities.

i4drive LTD - ISRAEL

Country Business Head- India

i4drive's patented technology comprises of proprietary computer vision, deep learning algorithms and sensor fusion. It can be integrated with different hardware including standard and dedicated cameras, a wide range of processors, sensors and operating systems. Its real-time image processing joined with enriched sensor data provide highly accurate object detection and tracking and collision warnings. It is compatible with different devices including In-vehicle Infotainment systems (IVI), Head up Display (HUD), DVR systems, Telematics cameras, fleet tablets and other dedicated systems.

* ADAS - Advanced Driver Assistance Systems -
Headway Distance Monitoring (HDW)
Forward Collision Warning (FCW)
Lane Departure Warning (LDW)
Pedestrian Collision Warning (PCW)
Traffic Sign Recognition

*** Active Driver Monitoring**

it is essential to provide an efficient solution that assists drivers in preventing distractions. i4drive's Active Cabin Monitoring utilizes image processing, machine learning and sensor fusion for real-time detection of driver drowsiness, head posture and gaze tracking.

*** Autonomous Driving**

i4drive technology offers vision-based and sensor fusion capabilities which integrate seamlessly with dedicated or available systems. It can convert regular cars and semi-autonomous into self-driving vehicles by using different levels of hardware integration including mono-camera, multi-cameras, radars and LiDARs.

*** Telematics**

i4drive provides driver safety features and advanced driving analytics tools that offer real-time monitoring, risk analysis and driver behavior profiling for use by fleet management and insurance telematics applications.

Responsibilities

- * Merchandise account activities.
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- * Build prospects through existing clients and Account Service group.
- * Develop sales strategies for key prospects.
- * Recruiting, interviewing and hiring outstanding people.
- * Coaching and developing team to achieve results.
- * Communicating, executing and managing internal and external marketing.
- * Analyzing trends and opportunities.

12/07/2015 -
15/03/2018

Silentium Ltd - Israel

Country Business Head - India

Responsible for Country wide business, for Active Noise Control.

- 1) Active Vibration Control.
- 2) Active Structural Acoustic Control.
- 3) ANC (Active Noise Control Technology) for Ducts.
- 4) Quiet Bubble Technology.

ANC for Automotive & Aerospace Applications.

- 1) Engine Noise Reduction.
- 2) Tire Noise Reduction.
- 3) Cabin Noise Reduction.
- 4) HVAC ANR.
- 5) Heat Exchanger ANR
- 6) Silencer ANR

ANC solutions for other Industrial Applications.

- 1) Rack Mount Enclosures (AcoustiRACK)
- 2) Merchandise account activities.
- 3) Active Silencer Docking Stations.
- 4) Active Silencer Fan Trays.

Responsibilities

- * Merchandise account activities.
- * Direct marketing to new business prospects.
- * Build prospects through existing clients and Account Service group.
- * Develop sales strategies for key prospects.
- * Recruiting, interviewing and hiring outstanding people.
- * Coaching and developing team to achieve results.
- * Communicating, executing and managing internal and external marketing.
- * Analyzing trends and opportunities.

07/01/2015 -
28/07/2015

OPTIS SAS - France

Country Business Head- India

Country Wide Business, Responsible in annexing the major key accounts.

Direct Sales, Driving Channels.

- * Immersive Technologies
- * Augmented Reality.
- * Digital Vision Surveillance
- * SPEOS Optical Simulations.
- * Human Integrated Manufacturing.
- * Visual Ergonomics.

10/10/2012 -
23/11/2014

CHIVARO Technologies

General Manager - Sales & Business Development
Responsible for Global Business

- * Over all Responsible for AS & Defense, Automotive & Transportation, Energy business verticals.
- * Key Focus on Major Automotive OEM's, Tier-1 & 2 Suppliers.
- * Managing Sales & New Business Development activities (Focus on Asia & PAC Regions)
- * Involved in recruitment of General & key business managers, for various geographical Locations.
- * Liaison between the Delivery team & Customer to mitigate risk factors concerning IRTQCV
- * Supply Chain Maintenance.

Work closely in alliance with Tools & Technology, Manufacturing, R&D & Several premier academic partners forming a network for executing various programmes.
Responsible for the entire programme management of setting up several state of the art Centre of Excellence's & Centre of Innovations through the Build Operate & Transfer mode of business approach.

14/03/2009 -
23/03/2011

TNO Automotive Safety Solutions - CAx Software

Techno-Commercial Manager

Responsible for Technical support of TNO software products.
developed by TNO Delft, The Netherlands.

TNO Delft Tyres – MF / Swift Tyres for modeling tyres using Multi Body Simulation.
TNO SIMCAT – SCR / SCO Diesel emission modeling systems.
TNO PreScan – An Intelligent Vehicle Dynamics systems modeling software. (Precrash Systems)
ADAS - Advanced Driver Assisted Systems

25/06/2008 -
14/03/2009

LMS International (Now Siemens Technology) - CAx Software

Technical Manager

Responsible for Technical sales of LMS software products.

LMS Virtual. Lab Acoustics / Sysnoise. – Software for Aero acoustics & Vibro acoustics.
LMS Virtual. Lab Motion / DADS. – Software for Multi Body Dynamics – Vehicle Power train, Robotics & Tracked Vehicle applications
LMS Virtual. Lab Durability / FALANCS. – Software for System level durability analysis with seam and spot weld enhancements.
LMS Virtual. Lab NVH & Correlation – Software for test and simulation correlation.
Product Manager – OPTIMUS – Software for multi disciplinary optimization.
Trained from : LMS International, Leuven, Belgium.

15/03/2007 -
20/06/2008

Solidworks Corporation -BEACON

Product Manager - Solidworks & Cosmos

Product Management.

Process Planning.

Key Account Management.

Channelizing.

Product Improvement Techniques.

09/07/2006 -
16/07/2007

Astra SimuLABS
Technical Consultant - CAE
Consulting Roles.

- * Structural Design & Analysis (Steel Structures) - Structural Engg.
- * Industrial Gantry Girders - Structural Engg.
- * Pot-PTFE Bearing Design & Analysis - Civil Engineering
- * Design of (Pick & Drop) Robotic Arms - Nuclear Engg
- * Flow & Seismic Simulations for Industrial Valves - Process
- * Structural & Thermal Stress Analysis for various HPV's - Process
- * Wind & Seismic Analysis of various Chutes & Stacks - Oil & Gas
- * VIV studies for various Deep sea Drill Equipment's - Hydrodynamics
- * Thermal flow studies for various tubular heat ex-changers - Process
- * Fatigue studies on casted & fabricated buckets - Off highway.

06/04/2004 -
24/07/2006

Videocon Industries LTD
PDD & PLM Consultant
Product Design - Concepts & Styling for Kenstar Products - Washing Machine, Ovens
* Product Engineering - Engineering Analysis & Simulations
* Digital Manufacturing.
* SLS & SLA Prototyping of various parts.

16/08/2000 -
23/03/2004

Sanfield India LTD - Maurer Incorporated
Senior Design Engineer
R & D for heavy structural Bridge Bearings.
Design & Development of Shock Transmission Units (LUD's).
Expansion Joints.
Aircraft arresting hooks.
Energy Management Devices.
Industrial Buffers & Dampers.

EDUCATION

1996-2000

Government Engineering College - TCR / University of Calicut, Kerala, India
Bachelor's in Technology
60%

1996

Kendriya Vidyalaya No.1 - Kalpakkam
All India Senior Secondary Certificate Examination
68%

SKILLS

- Engineering Technology Business - Core Experience Computer Aided Engineering Statistical Analysis Design Optimization Vehicle Dynamics - Occupant safety, Active Safety systems, Autonomous Vehicle systems Acoustics Noise & Vibrations Artificial Intelligence, Augmented & Virtual Reality Emotional Intelligence Object Recognition & Reconstruction Algorithms Development for Interventional Applications Business Development skills Strategic Business New Account Development Key Accounts Management Technology presentation Technical Marketing Negotiations Revenue Realization

PROJECTS

- **Multi Disciplinary Optimisation Studies - Rotor Blades - Gas Turbine Applications**
MDO studies using Genetic Algorithms on the Rotor Blade sectional profiles for a highly efficient flow parameters, with a suitable lift - drag & pressure ratio.
- **Vortex Induced Vibration Studies - Hydrodynamics**
VIV studies on various drilling & Scouring equipments and machinery for a leading Coastal Hydrodynamic Research Centre.
- **New Product Development processes involved in various consumer goods & appliances of brand such as Kenstar.**
New Product Development processes involved in various consumer goods & appliances of brand such as Kenstar.

- **Bridge Bearings**

Huge POT & PTFE bridge bearings ranging from 35000 to 75000 Metric Tonnes were designed and developed for various projects under the Elevated Light Rail Transportation Systems (ELRTS) at Malaysia & Singapore.

- **Design & Development of Spherical, pin & Disc Bridge Bearings for Bandra - Worli Sea Link**

Design & Development of various Bearings for Bandra-Worli Sea Link of various load bearing capacities.

- **Design & Development of Anti-Uplift & Disc Bearings**

Special Foundation Bearings were Designed & Developed for the leaning tower of PISA, first of its kind in the world, successfully implemented for Rehabilitation.

ACHIEVEMENTS & AWARDS

- Special Innovation Award - Structural Applications A special Bearing for Anti-uplift, Suction & Torsion loads used in most tall structures with foundation constraints was designed and developed in 2001 at Sanfield India Ltd, jointly with Jyothi Rubber Industries. The bearings were found to be outstanding in performance and was endorsed by the Ministry of Surface Transport India for further development of variants.
- National level symposium - Best Paper Presented TQM/ TPM - Value Engineering
- Prof. Brahm Prakash memorial contest for Students across the Country - Runners up for National contest and paper presentation on material science Indian Institute of Metals - IIM

LANGUAGE

- English French Hindi Malayalam Tamil Telugu Kannada

ACTIVITIES

- Probrono Consulting Start Up's Societal Development Skill Development Setting up of Centre of Excellence & Competence.

PUBLICATION

- **Application of GEOTEXTILES- Indian Geotextile Proceedings**

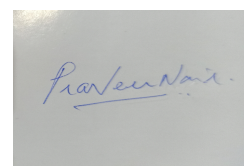
Application of Coir & Jute GEOTEXTILES for controlling soil erosions on landscapes - Aspinwall group rubber plantations
COIR & JUTE GEOTEXTILES
GEOGRIDS
GEOWEBS.

Dr. K. Balan
Praveen Nair

ADDITIONAL INFORMATION

Passport Details : N0319469

Countries Traveled : Belgium, Netherlands, France, Switzerland, Japan, Kuwait



PRAVEEN RAMACHANDRAN NAIR