

Tamilvanan R MS MBA

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Career Vision

Passionate & Successful **Global Business Leader** privileged with nearly **Twenty-Seven** Years of Professional Experience & Expertise in **Sales & Business Development** (Direct, Inside, Channel, OEM & License Compliance) of **Software & Hardware** technologies in the Industries of,

Digital Design & Construction BIM (BLM),

Digital Manufacturing (PLM),

Facade Engineering & Thermal Analysis,

Additive Manufacturing (AM) and

Digital Reprographics - LFP & LFS, R2V & GIS.

Sincerely looking out for my next challenging leadership opportunity, preferably in senior management roles.

Professional Accomplishments

Enjoyed the rarest privilege of consistently exceeding sales targets in short spans during all stints with my current & previous employers spread across America, Europe, Middle East & Asia Pacific geographies.

Currently, I am working as a Freelance Senior Consultant (Manager - OEM Partner Development) in TechSoft3D USA (www.techsoft3d.com), the global leader in HOOPS platform technologies & Autodesk OEM software technologies respectively.

Previously, I was employed in,

- 🏆 **SoftTech Engineers Ltd., India** (www.softtech-engr.com) where I was responsible for volume sales of RuleBuddyPlanAssist (Building Plan Verification & Approval Software) in India. Senior Management position held during my stint was “**Consulting Director**”
- 🏆 **Space Tech International, Malta** (www.spacetech.cloud) where I was responsible to build sales organisation globally, starting from APAC. Senior Management position held during my stint was “**Chief Sales Officer**”
- 🏆 **Graebert India** (www.graebert.in), where I was responsible for building a sales organisation pan India; chose to quit because of software instability and lack of non-timely support & deliverables. Senior Management position held during my stint was “**Director - Sales & Marketing**”
- 🏆 **Autodesk India** (www.autodesk.in) where I was responsible for Sales - Direct, Channel & License Compliance of AEC business in Southern India region and was awarded “**Global Top Sales Performer**” in FY2018 in the USA. Key Management position held during my stint was “**Regional Head - AEC Sales South**”
- 🏆 **CAD-PLAN GmbH** (www.cad-plan.com) where I was responsible to build sales organisation globally, starting from Middle East & APAC. Senior management position held during my stint was “**Managing Director**”

Being consistently accredited for nearly **Twenty-Seven** years for my “**Outstanding Sales Performance**”.

Professional Experience

June 2019 - Till Date

Manager-OEM Partner Development, TechSoft3D, USA (Contract)

- 🏆 Responsible for Appointing & Mentoring OEM Partners in India (Direct) for their business success based on their investment on Autodesk AutoCAD OEM, Autodesk Inventor OEM & Autodesk RealDWG respectively
- 🏆 Responsible for Volume Sales of TechSoft3D IFC Reader & Writer in India (Direct)
- 🏆 Responsible for a business portfolio to the tune of USD 5 Million

April 2021 - July 2021

Consulting Director - RuleBuddyPlanAssist, SoftTech Engineers Limited, INDIA (Contract)

- 🏆 Was responsible for volume sales of RuleBuddyPlanAssist (Building Plan Verification & Approval Software) in Southern India

April 2019 - November 2019

Chief Sales Officer, Space Tech International, Malta (Contract)

- 🏆 Was responsible for Direct & Channel Sales Management, Strategic Business Partnerships and M & A deals globally

December 2018 - April 2019 (Freelance)

Senior Business Manager, ImageGrafx, India

- 🏆 Was responsible for sales & business development of **BricsCAD** (Bricsys-Hexagon PPM) software

October 2018 - December 2018 (Full Time)

Director - Sales & Marketing, Graebert, India

- 🏆 Had successfully built a professional sales organisation comprising Inside-Field-Technical teams thereby implementing KRAs namely sales management, sales productivity and sales ownership
- 🏆 Had successfully coached inside sales team for generating sales leads instantaneously
- 🏆 Had successfully trained field sales team for generating incremental sales, improving partners' confidence & motivation and customers' interest
- 🏆 Had successfully re-organised partner framework pan India to re-build partners' confidence & partners' motivation
- 🏆 Had successfully recruited local & international partners simply trusting my credibility and was Instrumental in signing up new strategic business partners in India & Sri Lanka
- 🏆 Had successfully reinstated confidence in a strained business relationship with a business vendor named Softtech Engineers for their software compliance with Graebert software
- 🏆 Had successfully & significantly increased business in terms of new clients acquisitions & revenues by leading a team of TEN comprising Zonal Sales Heads, Zonal Technical Managers, Zonal Inside Sales and Partners spread pan India, in my successful stint at Graebert

May 2017 - November 2017 (Full Time)

Regional Head - AEC Sales South, Autodesk, India

- 🏆 Had successfully built a team of professional partner sales & technical sales organisation by implementing KRAs namely sales management, sales productivity and sales ownership
- 🏆 Autodesk had offered me the role of "Regional Head - AEC Sales South" primarily to make a BIG difference in improving Autodesk business in the South India region. In resonance to that, I had significantly improved Autodesk business by winning large infrastructure deals (Bengaluru International Airport, Hyderabad International Airport, to name a few) & acquiring large new customers onboard thereby rapidly growing Autodesk business in successive quarters
- 🏆 Had been awarded the "Global TOP Sales Performer-FY2018" for Proficiency in Sales - Business Transformation, Channel Management & License Compliance
- 🏆 Had managed a partner team of TEN sales leaders in my successful stint at Autodesk

January 2016 - April 2017 (Full Time)

Chief Executive Officer, Green-CADD Global Technologies, Dubai

- 🏆 Had successfully built a professional sales organisation comprising Inside-Field-Technical teams for Green-CADD by implementing KRAs namely sales management, sales productivity & sales ownership and successfully grew its business in Middle East
- 🏆 Instrumentally responsible for signing up Strategic Distribution Agreements with Globally Leading 3D Printers & 3D Scanners manufacturers namely BigRep, Zortrax, DWSSystems, Printbot, CraftUnique & Fuel3D and BIM CADD comprising BricsCAD (Bricsys-Hexagon PPM)
- 🏆 Primarily responsible for growing Franchising Business of Green-CADD in Middle East
- 🏆 Managed a team of TEN sales leaders in my successful stint at Green-CADD

April 2006 - December 2015 (Full Time)

Managing Director, CAD-PLAN Dubai

- 🏆 Had successfully built a professional sales organisation comprising Inside-Field-Technical teams for CAD-PLAN & Partners by implementing KRAs namely sales management, sales productivity and sales ownership
- 🏆 Undoubtedly, the BEST days of my life & career was with CAD-PLAN, a global German software corporation (Autodesk ISV Partner) where I had the rarest opportunity to serve & grow its business in Middle East & APAC
- 🏆 Instrumentally responsible for successfully establishing CAD-PLAN businesses in Middle East (Dubai) and Asia Pacific (India) comprising Sales - Business Transformation, Channel Management & License Compliance of Autodesk software and CAD-PLAN software namely ATHENA & Flixo
- 🏆 Had managed a team of **TWENTY** comprising Sales Heads, Technical Managers, Inside Sales and Partners spread across Middle East & APAC, in my successful stint at CAD-PLAN

January 2001 - March 2006 (Full Time)

Senior Business Executive, CADD Emirates, Dubai

- 🏆 Had successfully built a professional sales organisation comprising Inside-Field-Technical teams for CADD Emirates by implementing KRAs namely sales management, sales productivity and sales ownership
- 🏆 Had commenced my international career as a Technical Sales Engineer for Autodesk software
- 🏆 Had trained nearly 1000 Engineers on Autodesk software and was consistently awarded by Valuable Customers & Business Associates
- 🏆 Responsible for growing CADD Emirates business comprising Autodesk, ProCAD & STAAD software and HP & Contex hardware with 100 % growth YoY
- 🏆 Responsible for winning large deals in AEC, Infrastructure, Oil & Gas and Manufacturing
- 🏆 Responsible for growing business revenues in new geographies of Middle East in short spans
- 🏆 Had managed a team of **TEN** sales leaders in my successful stint at CADD Emirates

August 1995 - December 2000 (Full Time)

Channel Manager, CADD Centre, India

- 🏆 Had successfully built a professional sales organisation comprising Inside-Field-Technical teams for CADD Centre & Partners by implementing KRAs namely sales management, sales productivity and sales ownership
- 🏆 Had commenced my career on Technical Training & Technical Support for Autodesk software
- 🏆 Had trained nearly 4000 Engineers and was consistently awarded by Valuable Customers & Business Associates for my invincible Performance on the job
- 🏆 Was instrumental in the formation of CADD Centre Sales Channel for Autodesk Software Distribution in 'C' category cities of India
- 🏆 Had managed a partner team of FORTY sales leaders in my successful stint at CADD Centre

Educational Qualification

BITS Pilani - Dubai, UAE - Master's Degree, M.S in Manufacturing Management

- 🏆 Graduated in **March 2005**
- 🏆 Specialised in **MIS & Supply Chain Management** & Secured **Distinction**

University Of Madras - Chennai, India - Master's Degree, M.B.A in Business Administration

- 🏆 Graduated in **March 2000**
- 🏆 Specialised in **MIS & Marketing** - Secured **University Rank** and **Rewarded** by the **University**

University Of Madras - Chennai, India - Bachelor's Degree, B.E in Mechanical Engineering

- 🏆 Graduated in **March 1995**
- 🏆 Specialised in **Computer Aided Design & Drafting (CADD) & Finite Element Analysis (FEM-FEA)** and Secured **First Class**

Personal Details

Date of Birth : **May 6, 1974**

Marital : **Married - Living with my Wife, Two Children & Parents in Chennai**

Languages : **Tamil (Native), English (Professional) and Hindi & Malayalam (Spoken)**

Passport : **Indian Passport bearing Passport # V1287696** valid until **June 2031**

USA Visa : **B1 / B2 Visa** valid until **December 2029**

References

- 🏆 Mr. Venkat Raman, Business Development Director, **ImageGrafx UAE**, Mobile : **+97150 5538579**
- 🏆 Mr. Paavo Rantanen, Senior Global Consulting Engineer, **TechSoft3D USA**, Mobile: **+46 70 319 97 75**