

Ranjan Thomas

KEY ACCOMPLISHMENTS

My name is Ranjan Thomas, and I am an accomplished global technology professional with a proven track record in global roles of Sourcing, Technical Product Marketing, Account Development, Commercial Pricing and Operations. Having worked across Asia, Europe and N.A for global telecom organizations I have a proven track record of impacting revenues, delivering operational efficiency, managing complex vendor negotiations and delivering YoY cost reduction targets.

Here is a list of my key accomplishments:

- Negotiating and contracting with key global suppliers for procurement of AI, Machine Learning, Data Insight Solutions, Cloud Computing, SaaS, Hardware and Professional Services for \$1 B + (AT&T)
- Took leadership role in defining and executing the transition of global Outsourced R&D (H/W+S/W) management from N.A to India with 40+ suppliers managing a spend of \$450M+ (Nortel/Avaya)
- Achieved \$4M+ R&D savings by adopting hybrid sourcing models and in-sourced R&D transitions to low-cost geographical regions (Nortel/Avaya)
- Developed, launched and promoted 4 new CDMA Base Stations worldwide. Revenue of \$1B + (Nortel)
- Recognized revenue of \$800 M+ in less than 36 months developing carrier markets in N.A (Nortel)
- Developed Transmission market of \$200 M+ in India targeting Government and Public sectors (Alcatel)

I continue to be a passionate professional helping organizations generate revenue, reduce cost and provide competitive differentiation to be successful in the global marketplace.