

Contact

www.linkedin.com/in/ranganathan-r-93b16a16 (LinkedIn)
reviewpettai.com/ (Blog)
app.engati.com/static/standalone/bot.html (Other)

Top Skills

GaN
Artificial Neural Networks
Algorithms

Languages

Tamil
English
Telugu

Certifications

Google Cloud - Generative AI - Encoder, Decoder Architecture
Microsoft Ignite: Power Automate & CoPilot
LLMOps
NVIDIA DGX Cloud Sales

Honors-Awards

Distinguished Toastmaster
Star of the Quarter
Reap - Annual retail white paper contest winner
Tata Business Leadership Awards 2018 - Representative of TCS West zone
CLP Faculty Award

Publications

"The Third Eye" - A white paper on the application of Augmented reality in Retail Industry.

Ranganathan R

Technophile | Gen AI Value Strategist | Agentic AI | Innovation Evangelist | Serial Mentor | DTM
Chennai, Tamil Nadu, India

Summary

I am a creative and meticulous Growth Director with close to 14 years of Techno Functional Experience, I am Proficient in Generative AI, Startup Partnerships & Ecosystem Management, Planning, Acquiring and Handling of Customers with a flair to liaise, engross CXO's & Founders of Startups and Fortune 500 companies.

A Distinguished Toastmaster and an IIMK Alumni, I am adept in spearheading Thought Leadership activities, overseeing million dollar pursuits, managing stakeholders, and delivering presentations to CXO's or large influential groups. Over the years I have also acquired time-tested people management, techno-functional & team management skills and am always eager to tackle new challenges.

I am very passionate about keeping myself abridged by the latest nuances in technology. I always try to be proactive in contributing towards the vision of the organization to the best of my abilities and strongly believe in learning, sharing and growing as a team.

Experience

LatentView Analytics

Gen AI Presales & Growth Enablement
May 2023 - Present (2 years 2 months)
Chennai, Tamil Nadu, India

- Leading the TG-NW Presales team, I helped the organization get new business, identify partners, develop GTM Strategy, and build Sales pipeline. This ideally encompasses the following:
 - Consult & Aid Fortune 500 companies CXO's in formulating the Gen AI Strategy to strengthen their company wide transformation
 - Help Onboard, Coordinate & Manage Partnerships with Partners across the globe in Gen AI fields such as NVIDIA, Microsoft & AWS
 - Engaging in Presales Activities, Analyzing Customer Business and Requirements and Recommend Appropriate Solutions

- Innovation on the back of AI & LLM's driving AI Strategy & defining its roadmap
 - Identifying potential Gen AI usecases to solve business problems
 - Stay updated on latest trends in Gen AI & its larger ecosystem
 - Work closely with the Sales team and help them with corporate pitch and case studies during first level CXO's interaction
 - Act as a liaison between sales and delivery team in responding to RFI/RFPs
 - Preparation of collaterals such as case study, white papers, and other presentations
 - Research on the latest technology /domain trends and strategic focus areas from Gen AI, Analytics, AI areas
 - Contribute to Digital marketing efforts and share content for usecases, Marketing campaigns & other Digital channels
 - Ideate, Implement Organization Level Process Improvement Activities
 - Training for GCP Professional Data Engineer & GCP Cloud Digital Leader for Business Leaders & Architects
- Tools used: SAP Ariba, Omdia, Bid Prime

TechExotic Private Limited

Technical Trainer

May 2023 - February 2025 (1 year 10 months)

Chennai, Tamil Nadu, India

Trained CHRO of a Leading Indian Manufacturing company on "Microsoft Copilot for Office365"

Trained 35+ Employees of a Leading US Aerospace company on "Generative AI"

Trained 30+ Employees of a Leading Digital Transformation company on "Power BI"

Trained 15+ HR, Payroll & L&D employees of Leading ICT provider on "Power BI"

Trained 15+ employees of Opteamix on "Accessibility Testing" & Tools like Light House, Axe, Android Accessibility, iOS Accessibility etc.

Trained 25+ employees of Synectron on "GCP Cloud Digital Leader" Certification

Addressed students of Jerusalem College of Engineering on preparing for placements in Dream companies, Product companies, Service companies and roles such as AI, Generative AI and Full Stack Development.

Addressed 100+ employees of Ziffity solutions on "Benefits of working in a Hybrid Mode - Boosting Collaboration & Productivity"

Addressed 200+ students of Amrita University, CSE branch on Gen AI & Trends

Trained 35+ working professional on concepts of GCP & preparation for "Google Cloud Digital Leader"

Intercell

Student Mentor - Placements | Entrepreneurship | Higher Studies
May 2023 - June 2023 (2 months)

India

Intercell connects Students/Professionals with Mentors for 1-1 Virtual Mentoring, across the globe.

World's first AI and SaaS-based online mentoring platform.

Advance your career with world-class programs for students and professionals

Live 1:1 Sessions with Mentors

Mentors from 5000+ Brands, 30+Countries

250+ Career Specializations

Live Jobs/Internship Assistance

Career Analysis/Reports

Industry Mentoring Certifications

Camu

2 years 2 months

HEAD OF STRATEGIC ALLIANCES & PARTNERSHIPS (Entrepreneur in Residence)

April 2022 - May 2023 (1 year 2 months)

Chennai, Tamil Nadu, India

- As the Entrepreneur in Residence and heading the Startup Success Team, I helped the organization build an ecosystem of startups, handle customer success, business development and engage in consultative selling.

This ideally encompasses the following:

- Create a systematic, process-driven approach to partner startups outreach and relationship management.
- Create and lead go-to-market sales methods to accelerate Camu Engage adoption and drive customer success.
- Nurture, Collaborate, and Support early partner startups and execute the joint GTM strategy and provide optimal support.
- Negotiate and finalize deals in accordance with company's contract guidelines and policies.

- Manage a team of Camu Engage Solution Principals, Customer Success & Business Development Team, who will be responsible for customer engagement and ensure success with all partner startups and exceed joint GTM strategy & revenue expectations.
- Define and build programs that can be executed effectively and efficiently delivering strong customer engagement and Camu Engage adoption.
- Accelerate customer adoption through well-developed engagements, partnering with customer Academics & Placement Teams, Product teams, and the extended Sales team of partner Startups.
- Liaise, Engross CXO's & Founders of Startups and Fortune 500 companies, and articulate the vision of Camu Engage to them in the best possible manner.
- Identify Partners, nurture partnerships and contribute towards revenue growth of the organization.

Tools used: SAP Ariba, Bid Prime & Tenderinfo

- Developed Pricing Strategies for the entire product offerings, Trained Team Members & Partner Team on the GTM and nuances of consultative selling. Helped build a pipeline of 5 Million USD consistently.

Guest Speaker / Trainer

July 2021 - May 2023 (1 year 11 months)

Tamil Nadu, India

Addressed SRM Eswari students as part of a Webinar on the "The Curious Case of Hyper-Personalization"

Addressed Institution's Innovation Council as part of a Webinar on the "FOSTERING

INNOVATION & MAKING LABTECH MARKET READY"

- Training for GCP Professional Data Engineer & GCP Cloud Digital Leader for Business Leaders & Architects

Addressed SRM Eswari students as part of a Webinar on the "Becoming Skill Ready, Job Ready, Future Ready"

Addressed SRM Eswari students as part of a Webinar on the "Industrial Application of Sensors"

Addressed NotesAlly & Stakeholders as part of a Webinar on "CTTDTI - The Formulae to Propel Sales"

General Manager & Head of Pre-Sales and Partnerships

April 2021 - May 2023 (2 years 2 months)

Chennai, Tamil Nadu, India

- Leading the Presales team, I helped the organization get new business, identify partners, develop GTM Strategy, and build Sales pipeline. This ideally encompasses the following:

- Engaging in Presales Activities, Analyzing Customer Business and Requirements and Recommend Appropriate Solutions
- Research on sourcing websites and download, qualify RFP/ RFI's. End to End ownership on RFP right from team identification to response submission
- Work closely with the Sales team and help them with corporate pitch and case studies during first level CXO's interaction
- Act as a liaison between sales and delivery team in responding to RFI/RFPs
- Preparation of collaterals such as case study, white papers, and other presentations
- Research on the latest technology /domain trends and strategic focus areas from EdTech Industry perspective, Pricing, Product comparison, General SaaS Market etc.
- Contribute to Digital marketing efforts and share content for usecases, Marketing campaigns & other Digital channels
- Prepare weekly MIS Reports
- Prepare collaterals such as Proposals, NDA, RFX Responses, Partnership Agreements & Purchase orders
- Onboard, Coordinate & Manage Partnerships with Partners across the globe in US, UK, South Africa, MEA, Singapore, Phillippines, Ireland etc.
- Ideate, Implement Organization Level Process Improvement Activities
- Part of the Leadership Team & Closely work with the CEO in the day to day activities of Organization

Payoda Technology Inc.

1 year 8 months

Presales Manager

September 2019 - April 2021 (1 year 8 months)

Coimbatore Area, India

- Leading the Presales team, I helped the organization get new business, identify partners, develop GTM Strategy, and build Sales pipeline. This ideally encompasses the following:
 - Coordinate projects in emerging technology areas (Machine Learning, Deep Learning, Big data Analytics, IoT, Blockchain, Conversational AI, Neo Banking, Fraud Detection using AI, Risk & Finance Analytics, Multi-cloud, Revenue Assurance, Fraud Detection, Data Governance etc.)
- Engaging in Presales Activities, Analyzing Customer Business and Requirements and Recommend Appropriate Solutions
- Research on sourcing websites like bidprime and download, qualify RFP/ RFI's. End to End ownership on RFP right from team identification to response submission

- Work closely with the Sales team and help them with corporate pitch and case studies during first level CXO's interaction
 - Manage a team of Startup Success Specialist who will be responsible for customer engagement and ensure success with early and mid-stage startups & address their needs.
 - Communicate and engage with Founders, CXO's and Board of Directors of startups & VC's, Angel Investors.
 - Work closely with the Delivery team and help them by preparing FBD documents, get responses to clarification questions and freeze the requirements
 - Act as a liaison between sales and delivery team in responding to RFI/RFPs
 - Preparation of collaterals such as case study, white papers, and other presentations
 - Research on the latest technology /domain trends and strategic focus areas
 - Contribute to Digital marketing efforts and share content for usecases, Marketing campaigns & other Digital channels
- Tools used: SAP Ariba, TenderInfo, Bid Prime
- Developed Pricing Strategies for the entire Service offerings, Trained Team Members & Partner Team on the GTM and nuances of consultative selling. Helped build a pipeline of 3 Million USD consistently.

Thought Leader

September 2019 - April 2021 (1 year 8 months)

Coimbatore, Tamil Nadu, India

Researched and Created Capability decks on Emerging Technology Areas like Blockchain, Robotic Process Automation (RPA), Artificial Intelligence (Machine Learning, Deep Learning), Analytics, Hyper Personalization across Business domains such as FinTech, Insurance, Retail, Telecom, Oil & Gas & Media

Researched and Created Business Use cases on Emerging Technology Areas like Blockchain, Robotic Process Automation (RPA), Artificial Intelligence (Machine Learning, Deep Learning), Analytics, Hyper Personalization, across Business domains such as FinTech, Insurance, Retail, Telecom, Healthcare, Oil & Gas, & Media

Represented Payoda in Hackathons on themes such as "Smart Health Care, Analytics" & "Smart Auto Insurance solution using Hyper Personalization, Gamification & Analytics"

Tata Consultancy Services

9 years 4 months

Bid Manager

June 2015 - September 2019 (4 years 4 months)

Chennai Area, India

- Being part of the Insurance Presales team, I helped the organization get new projects, win new customers. This ideally encompasses the following:

- Helped bring home USD 3 Billion worth of RFP's:

- # Bid Manager for the USD 2 Billion Transamerica deal (2018)

- # Bid Manager for the USD 100 Million Newyork Life deal (2015)

- # Bid Manager for the AUD 65 Million NAB BaNCs deal (2017)

- Try to capture the demand by working on RFI's, RFP's and so on

- Try to create the demand by working with the Sales and Marketing team to create opportunities on our own and in turn try to win more customers

- Function as the bid manager, taking full ownership of the bid but also try providing support at a content level as and when appropriate

- End to End ownership of the bid and work with all the stakeholders

- Entrusted as the task master I always strive to ensure that delivery of high quality deliverable post successful completion of Reviews with Leadership

- Lead Presenter, Insurance hosting CXO's and presenting our success stories at our Next-Gen Customer Experience Space, Mumbai

- Researched on latest nuances in technology such as Block chain, Analytics, Augmented reality, IoT etc. and try to come up with decks on how this can be leveraged in the Banking, Financial Services & Insurance Industry

- Performed analysis on Annual reports and obtain in terms of industry trends, Understand Customer's Focus areas, Pain areas, Differentiators and ultimately help in framing GTM / Proactive opportunities pipeline

Tools used: SAP Ariba, Omdia, Bid Prime

Star Trainer, Winner of CLP Faculty award 6 times for training Client Partners & Business Leaders on for having trained and mentored the Sales Team in understanding, ideating and presenting Insurance related Success stories

Innovator, Thought Leader

September 2011 - September 2019 (8 years 1 month)

Chennai, Tamil Nadu, India

Published White papers on Augmented Reality, Smart Assist Car System, Analytics, Innovation in TCS Intra level Innovation contests.

Researched on Mobile Apps, Analytics and presented business use cases to TCS Senior Leadership & CXOs from Fortune 500 companies

Researched and Presented Business proposals on "Synergies between Tata Companies(Tata Power, Tata Sky), Click & Collect (Innovation in Retail), Blockchain based Marketing Strategies to TCS Senior Leadership & Tata Senior Leadership"

Mentor, Jury for TCS, Tata Ideathon & Business Plan Events

Presenter & Trainer at Award Winning TCS Executive Briefing center for Insurance domain on Co-Innovation work & Case studies implemented for Fortune 500 companies across the world

Researched and Created Thought Leadership Articles in BFSI space.

Project Lead

June 2014 - June 2015 (1 year 1 month)

Chennai Area, India

- I lead a team of around 15 members and worked for a leading US based Financial Services provider.
- Coordinated Key Client visits & Client Town-halls.
- One of the most sought-after Emcee's for the official functions.
- Coordinated End to End Product Implementation of Guidewire Claim Center & Guidewire integrations. Expertise in Guidewire APIs, GX Model and Product Models
- Developed and trained junior team members by utilizing industry experiences to ensure optimal project strategy.
- Closely collaborated with project members to identify and quickly address problems.
- Produced Performance appraisal reports, PMR, Audit reports each quarter, updating senior leaders on progress and roadblocks.
- Managed and motivated project teams to promote collaboration and keep members on-task and productive.
- Gathered requirements, defined scopes, allocated resources and established schedules meeting or exceeding project demands.
- Provided elevated customer experience to generate loyal clientele.

Mainframe Developer

June 2010 - June 2015 (5 years 1 month)

Chennai Area, India

- I took care of Mainframe Development and Enhancement for a leading US based Financial Service provider.
- Collaborated with developers and performance engineers to enhance supportability and identify performance bottlenecks.
- Worked closely with clients to establish problem specifications and system designs.
- Collaborated on all stages of systems development lifecycle, from requirements gathering to production releases
- Orchestrated efficient deployments, including testing features and correcting code to produce innovative products.

- Maintained existing applications and designed new applications
- Documented all software development methodologies in technical manuals to be used by associates in future projects.
- Contributed ideas and suggestions in team meetings with Project Manager and delivered updates on deadlines, designs and enhancements.
- Evaluated project requirements and specifications and developed software applications that surpassed client expectations

Android Developer

June 2013 - June 2014 (1 year 1 month)

Chennai Area, India

- I took care of the Enhancement & Development of Android Apps for a Major Financial service provider.
- Involved in all aspects of the Android app life cycle from research and planning through deployment and post-launch support.
- Interfaced with cross-functional team of business analysts, developers and technical support professionals to determine comprehensive list of requirement specifications for new applications.
- Devised all documentation for each app, detailing all aspects, functions, capabilities, and features.
- Provided dedicated support and timely issue resolution to clients following successful app launch.

Education

Indian Institute of Management, Kozhikode

Master of Business Administration - MBA, IT & Strategy · (2017 - 2019)

Shanmugha Arts, Science, Technology and Research Academy

Bachelor's Degree, Electronics and Communications

Engineering · (2005 - 2009)

Ramnagar Suburban Matriculation Higher Secondary School

Higher Secondary, Science · (1995 - 2005)