Sankar Karunanidhi | fwd2sankar@gmail.com | +81-80-9212-2630

Summary:

- **Bilingual IT professional with 19 years** of proven expertise in software development, client engagement, business development and IT consulting.
- **Sales and Account management**: Over 12 years of experience in pre-sales, client/account management and business development (hunting/farming)
- Working with Japanese customers for over 17 years. With **over 15 years in Japan** in Kanto and Kansai region. Extensively travelled all over Japan and has engaged customers in several prefectures including Tokyo, Hamamatsu, Nagoya, Kyoto, Osaka, Kobe, Yamaguchi and Fukuoka.
- Other International exposure: working in USA and working for Asian/European countries
- Has served many prestigious organizations in the capacities ranging from Developer to Architect and Program Manager, Project Manager and Account Manager
- **Major client engagements** include Manufacturing/Automotive and Hi tech customers in Japan like Mazda, Omron, Sony, OKI electric co., and major SIers like Fujitsu, NEC.
- **Effectively communicates with customers** and has flair in handling clients of different culture and community.
- More than **12 years** of experience in managing Japanese team members and in having formal communications with Japanese clients **in Japanese language**.
- **Effectively communicates with all levels of management**; extensively involved in developing strategic plans to meet organization goals
- Extensive experience in creating SLA, project scheduling and budgeting, contract negotiations, vendor management
- **Recruiting and building team**; Self-motivator, team player and a team builder
- **Skilled in mentoring staff**. Trained engineers in the areas of: Usability, DRM, Testing, RIA and Web 2.0, VB, VBA, Japanese language and culture
- **Skilled in mentoring Japanese corporate**: Trained Japanese engineers and managers in presentation skills and in doing business with India.
- Provide technical support to team including debugging, problem solving, code reviewing
- **Creativity and presentation skills**; Excellent skills in doc/ppt/web/graphic designing
- **To name a few: First time achievements in the history of CSC, Wipro and SRM**
    - SRM: As a pre-sales and delivery manager worked with sales team to open new account at Sony
    - Wipro: As a sales hunter in Kansai opened a new account in Kansai and the first multi-year multi-million ERP deal for a Pharma customer
    - CSC: As Applications offering manager, opened a new account to deliver CSC Japan's first application modernization deal

Career History:
October 2013 – Present

<div align="center">

CSC, Japan
Principal: GBS - Application

</div>

- Responsible for GBS Application services Japan region business – Creating new customers and mining existing customers for application business as these services are not proposed from CSC Japan before
- Managing a team of application pre-sales and particularly the prime focus on application modernization and cloud
- Responsibilities include both sales and delivery for GBS Application services like apps modernization and other application services like SAP, Oracle and testing
    - Creating a delivery team in Japan, Vietnam and India
    - Orienting existing account managers on GBS services and creating new pipeline

- **Key accomplishments:**
  - In 3 months of joining, created a new account and CSC Japan's first application modernization deal.
  - Strong pipeline for application business from existing (Insurance) and new (Manufacturing/Hitech) customers for application migration to cloud, modernization from legacy systems to cloud and enterprise systems global roll-out

August 2012 – October 2013
Wipro, Japan
Director: Account management / Business Development

- Responsible for managing new hunters and mentoring new sales team as farmers
- Major responsibilities include both sales and delivery
  - Generating and closing IT deals from manufacturing, hi-tech, automotive and pharma clients in Japan and Japan oriented companies abroad.
  - Delivery responsibility for those clients
- **Key accomplishments:** In 3 months of joining, closed a multi-year multi million deal with an unhappy customer. Working on IT deals with clients where product engineering has been the only relationship area. Created strong relationship with Oracle and Microsoft and developed GTM strategies

May 2011 – July 2012
SRM Technologies, India
Senior Consultant to Management: Strategy and Marketing

- SRM had regular fixed size business from Japan for a decade. Worked with CEO and strategized in opening up "Enterprise Solutions" unit to better serve major Japanese clients and created APAC sales team.
- Mentor the Japan sales team in selling enterprise solutions (including ERP, Infra, Package implementation, support and maintenance)
- **Key accomplishments**:
  - Formed a sales and marketing team for APAC. Formed Enterprise solutions team. Regularly mentoring the team in lead generation to converting to an order.
  - Recently opened a new account with a manufacturing client in Singapore (Parent company in Japan) and opened a new account in Europe.

Dec 2008 – Apr 2011
Wipro, Japan
Senior Manager: Client Engagement / Business Development

- Joined Wipro to open new business in West Japan covering Kansai (Kobe, Osaka, Kyoto), Yamaguchi, Fukuoka and Nagoya. Additionally doing client engagement for manufacturing customers in Tokyo.
- Main responsibilities include client relationship management, account management, team management and business development.
- Major domain areas include product manufacturing clients, consumer electronics, pharma/healthcare, media and entertainment.
- **Key accomplishments: First time in Wipro** - Won a multi-year multi-million enterprise solution deal from a pharma client. Opened 2 new accounts in less than 6 months of joining; re-opened dead accounts.

Nov 2007 – Nov 2008
Infosys, Japan

Manager: Program / Account / Pre-sales

- Took up challenging role in managing mySAP upgrade test program for a Fortune 100 consumer giant. The program is carried out in Singapore and Japan with offshore in China/India. Responsibilities also include creating SLA, representing client to deal with their IT Vendors, representing clients IT department to deal with their Business team
- Extensively involved in pre-sales and marketing activities for clients in **consumer electronics, web technologies, publishing, media and entertainment**.
- **Key accomplishments:** Extensively travelled between Tokyo and Kobe to successfully engage the client. Customized proposals that come from offshore in a format that is understandable by Japanese – this helped in closing several deals in a short time

Nov 2000 – Oct 2007
SRM Technologies, Japan
General Manager (Jun 2006 – Oct 2007)

- Entirely responsible for Delivery of all projects executed from Japan.
- Recruited senior and middle management staff
- Partner and Vendor management; Identifying and tying up with development partners
- Additional responsibility of handling sales in Kansai region

Delivery Manager (Nov 2000 – May 2006)

- **Managed multiple** projects and product development for Japanese clients and MNCs.
- Analyze and develop project requirements, prepare SoW, perform project sizing and resource estimation; Prepare budgeting plans, Prepare PMP (project management plan) based on resources, estimation, risk and complexity
- **Mentored engineers** in the areas of DRM (Digital Rights Management), Web 3D, Testing, Test tool development, Rich Internet Applications and Web 2.0.
- **Worked closely with CTO and VP** and created strategic plans in building technical human resources skills and organizations presence in Japan.
- **Worked closely with the sales team to create and manage accounts** at SONY, TIS, TDI and major IT corporations.

(Feb 2004 – May 2006)
- **Client engagement at ICD, Japan.**
- **Managed the Re-engineering** of complex legacy 3D graphics simulation software (C++, COM, and Windows) and provided solution for customizing to the Japanese market.
- **Worked** with sales team **in distributing the enterprise version** to **YKK AP, Toto** etc
- Visualized and managed the creation of several products (websites that are **RIA/web 2.0 apps**) for creating e-catalog, brochures, and one-page shopper etc. focusing mainly for the retail and fashion industry.

(Apr 2002 – Jan 2004)
- **Client engagement at Sony, Japan**.
- Created and managed the account at Sony. **Recruited** Indian and Japanese engineers
- **Created** SDK Testing Framework for automation and improving test efficiency. **Managed** the development of test tools in different platforms (**Windows & Linux**). Tools were used to test firmware in Net MD, walkman etc.

(Nov 2000 – Apr 2002)
- Oct 2001 – Apr 2001, For **JW, Japan**, Architected and managed the development of security services (**DRM**) for an internet based audio video rental system

- Jan 2001, Architected and managed the development of a **web 2.0 style web 3D application** to showcase the products (undergarments) of **Gunze, Japan**.
- **Delivery responsibility** for projects developed under: Networking, Internet and Multimedia technologies

Jan 1997 – Oct 2000
DSQ Software Ltd, Senior Systems Analyst

- **Initiated and Recruited** a team of web design and web architect for their newly formed e-commerce Business unit.
- Represented DSQ **at Neuvis, USA from Apr 2000 to Oct 2000**. Involved in the development of ecommerce site for music and packaging industry.
- Represented DSQ **at Simplex Risk Management, Japan from May 1999 to Dec 1999**
  - ➢ Solely responsible for the design and development of the user interface of financial product "Derivative" (a financial software for enterprise trading and risk management system)
- Represented DSQ **at OKI Electric Co. Ltd., Japan from Oct 1997 to Mar 1999** in developing Network management system – involving socket programming and interface designing which includes communication via TCP/IP.
  - ➢ The server runs on a HP 9000 Unix and the GUI runs on the Windows machine. Developed cross-platform inter-process communication using VB and C++ DLLs.
- Lead programmer in the development of their product Netsneaker and Lansneaker - tools, that provides network statistics like network protocols used in the network, distribution of packet size, type of packet transmission such as Broadcast, Multicast, etc.,

May 1994 – Dec 1996
AUROCOMP, Analyst Programmer

- Developed a multimedia kiosk to improve the sales of a book distribution agency.
- Developed student's administration system for a world renowned French school in India.
  - ➢ Additional responsibilities include setup and maintenance of PCs and LAN system

Technical Skills:
Sales and customer management: Microsoft Dynamics CRM, Salesforce, SugarCRM
Project Design & Management: MS Project, UML, Microsoft Visio
Operating System: Windows, Linux, Unix, Mac
Programming Skills: C, C++, VB, VB.NET, VBA, Win32 SDK, COM, ActiveX, Java
Web Designing & Graphics: XML, HTML, ASP, VB script, Java script, Ajax, Macromedia Dreamweaver, Fireworks, Flash, Adobe ImageReady, Photoshop, Adobe Scene 7 RIA
Other (to name a few): MS Office, Rational Test Suite, X-Windows, Samba, Apache, Eclipse, TCP/IP, CMM, IIS, iPlanet, 3rd Party Controls, Unix shell scripting, SAP SD/MM

Education:
Master of Computer Application from Pondicherry Central University, INDIA
Bachelor of Science in Computer Science from Pondicherry Central University, INDIA

Language:
English: Fluent; **Japanese**: Business Level; **French and Hindi**: Beginner level

Visa:
Work visa for Japan.
Multi-entry multi-year short term visa for Singapore, USA, Schengen
Indian National.