

## Summary

A passionate sales and business development professional with 15 years of industry experience and ability to win and grow multimillion dollar business on long term relationship basis with utmost customer satisfaction leveraging my Japanese bilingual and industry skills.

Right now, looking for a rewarding and challenging offer that can utilize my skills and experience.

## Career History

### ***Director, Sales and Business development*** ***KPIT Technologies (June 2007 – till date)***

With KPIT Technologies, a renowned product engineering services company focused on automotive industry.

#### **Key achievements:**

1. Established and developed automotive business with OEMs and tier 1 suppliers in Japan.
2. Cultivated excellent relationship and connects with CxO level executives at OEMs and tier 1s in Japan.
3. Managed global account with annual revenue worth US\$15M.
4. Achieved top line annual revenue surpassing revenue targets year on year.
5. Penetrated key prospective OEM & tier1 accounts and performed software product selling for Body, Chassis, Power train, ADAS and Infotainment ECU.

## Key skills

### **AREA OF EXPERTISE :**

#### **BUSINESS DEVELOPMENT SKILLS**

- Strategic planning
- Customer acquisition
- Presentation skills
- Deal closing skills
- Developing new accounts
- Client retention
- Lead generation
- Strong commercial awareness
- Global account management
- Contract negotiations
- Budgeting and forecasting

#### **MANAGERIAL SKILLS**

- Understanding key business drivers
- Client management
- Analysing & Problem solving
- Administrative skills
- Technical aptitude
- Managing long term projects
- Identifying decision maker
- Maximising revenue
- Team building

#### **PERSONAL SKILLS**

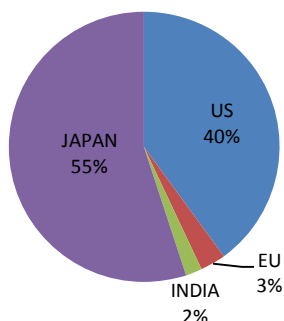
- Leadership
- Professionalism
- Highly motivated
- Always pro-active

### Career History (continued)

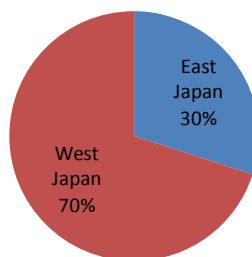
#### Accomplishments:

1. Played an instrumental role in establishing Offshore Development Center for a renowned tier1 automotive supplier.
2. Competed against industry leaders and won multimillion US\$ outsource development contract
3. Improvised the relationship with existing customers and successful in increasing the revenue by 150%.
4. Devised new execution structure and collaborated with the team to increase the proposal creation speed, which in turn lead to increase in sales.
5. Increased qualified pipeline opportunities.
6. Increased the revenue by initiating the sales of tools, packages and other software products.
7. Surpassed the sales target for consecutive quarters.
8. Increased presence with OEM and tier 1s continuously.

Global Account Management



Revenue Split



### Academics

#### EDUCATION :

**B.E. – Instrumentation & Control Engineering,**  
University of Madras  
1993-1997

#### ON ROLLS :

Currently pursuing **MBA** with  
**Edinburg Business School,**  
Heriot-Watt University, Scotland

#### CERTIFICATION :

**Level 1** (Advanced level) of  
**Japanese Language Proficiency Test**  
conducted by Japan Foundation and  
the Association of International  
education, Japan

#### SOFTWARE SKILLS :

Platforms : HP-9000,  
IBM Compatibles,  
AS/400

Operating Systems: Windows  
HP-Unix  
LINUX

Programming Languages:  
JAVA, C, AS/400  
Visual Basic, SEBOL

## **Career History (continued)**

### ***System Application Engineer, Robotics division ABB Japan (May 2004 – May 2007)***

With ABB, a world leader in Automotive Paint Robots. I was involved in project management and co-ordination of software development team handling IRB5400 Paint Robots using ABB's patented special software application, site installation and after sales support. Handled projects at OEM sites in worldwide locations like Japan, Slovakia, Germany, Indonesia, China and Malaysia.

#### **Responsibilities :**

1. OEM interaction Client interaction and team co-ordination.
2. Impact analysis and project budget handling
3. Sourcing of components from multiple vendors and vendor management.
4. Implementation support, Design, Development and Testing
5. Conducting customer training programs.
6. Consultation for Robot oriented trouble shooting and online site support

### ***Software Engineer (Feb 2002 – Apr 2004)***

Was deputed to Bailey Japan Co. Ltd through my employer Motech Software Pvt. Ltd Japan which is in the business of design, development, testing, sales & support of various software products with a strong presence in Japanese and Asian Market.

## **Personal details**

#### **Address :**

2-910, Baycity Honmoku Minami  
21, Honmoku hara  
Naka ku, YOKOHAMA  
231-0821

#### **Mobile :**

(81)90-6536-8848

#### **Email :**

vairavan\_al@yahoo.com

#### **Other details :**

Age : 38 years  
Gender : Male  
Nationality : Indian  
Marital Status : Married  
Languages known:  
English (Native)  
Japanese (Fluent)  
Tamil (Native)

## **Career History (continued)**

### **Responsibilities as Software Engineer:**

1. Client (Japanese) interaction and team co-ordination
2. Application software and Hardware designing.
3. Project proposal preparation for international bidding

### ***System Engineer, Yokogawa Electric Co. (Apr 1998 – Jan 2002)***

With YOKOGAWA ELECTRIC CORPORATION Japan, world leader in Industrial automation, control & plant Information and Management Systems. It has a wide client base in Japan & worldwide with renowned experience in Automation of almost all types of process plants. I have been responsible for developing application software for Distributed Control System application software which includes Recipe management package, Long term trend package, PLC communication package

### **Responsibilities :**

1. Client (Japanese) interaction and team co-ordination
  2. Requirement analysis, technical feasibility and impact analysis
  3. Implementation support, Design, Development and Testing
  4. Technical support to sales and Marketing
  5. Quality Assurance and documentation  
(To ISO 9001 Standards)
  6. Functional and design specification and quality plan review
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