

Vishnu K Goel

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Objective:

To leverage the skills, experience and track record of managing and leading different Businesses for creating value, at the intersection of Technology, Business, People and a Multicultural Environment.

Functional Resume History- Since 1971

Bharat Electronics Ltd, Bangalore

Design and Development of Microwave Ferrite Phase Shifters for Indian Defense Ministry. Also included later to startup a new MIC lab for the in-house use.

Hewlett-Packard /Agilent (1976-2001)

Held various positions in the Sales/Marketing/Support functions in the Sales Company for different Business groups of HP-Components, Computers, Sales force 01, 08 and 15.

Later ended as General Manager Sales Operations HP India. And on Splitting became the Country Manager of EPSG.

Managing sales and sales forces for growing and developing the new and emerging areas for all the Businesses Groups – in both periods of high growth and challenging times.

Acterna USA (Sep 2001-)

I was head hunted to lead the Business Group in the Emerging Economies of Asia Pacific and several entities in the Asian Region.

My successful track record had been in building high passion/high performance teams in these countries, Cross P&L responsibility of the region, Marcom and Public Relations. As the key executive in the SLT-Strategic Leadership Team of our CEO, I was involved in different tiers of intense restructuring of the organization as well as the Business Model Transformation from pure hardware Co to blend of Product and services Co.

Currently, post reorganization and restructuring of the company, I am on a Separation Agreement with Acterna Germantown USA, devoting time and energies for Peace and Education through a Global NGO.

Executive Recognitions (HP/Agilent)

FY1979	Global SF08 Business Performance by <i>John Young/Dean Morton</i>
FY1982-83	First Ever OEM/Peripherals deal by <i>Allan Bickell</i>
FY1988	First Major Super Mini sale in India/Far East by <i>Dean Morton, Allan Bickell</i>
FY1989, 94, 95, 96	Asia Pacific HP High Achievers Club
FY 2000	First Pioneer Win for large Factory Test Automation Business
FY2001	Creation and Conceptualization of Bidding Mega Spectrum Monitoring Project (Closed in Agilent favor after I left)

Market Segments Relationship India/Asia Pac

Telecommunications Services and NEMs
Aerospace and Defense Systems
Educational Institutes
Public and Private R&D
Electronic Manufacturing

Education Qualifications

M Tech	Indian Institutes of Technology, Kharagpur
B Tech (Electrical Engg)	Indian Institutes of Technology, Roorkee
MBA	FMS, Delhi University.