

G N Sivaramakrishna
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PROFILE

Business Development Professional, in the Information Technology Industry.

CAREER BRIEF

- I have 32 years of varied experience in the IT Industry of which the last 15+ years at Senior Management level in India, Australia, USA and Indonesia.
- I have traveled extensively in the Middle East, USA, Africa Region and parts of Europe.
- I have been a CEO of an IT company with 150 employees for 2 years.

CAREER TRACK

BUSINESS CONSULTANT – INDEPENDENT from April 2018 till date.

I offer Business Consulting Services to IT companies in their growth path. Post my last assignment with Spinebiz Services Pvt Ltd, mentioned below, I am now on a look-out for a new assignment. While doing so, I am working on some external consulting assignment opportunities.

SPINEBIZ SERVICES PVT LTD, CHENNAI FROM 2 APRIL 2017 – 31 MARCH 2018

(www.spinebiz.com)

Vice President – Business Development

- Developing new business for the KPO entity based in Ambattur, Chennai.
- Added two new clients during my tenure.

Self-Employed Management Consultant – Information Technology Industry – various assignments October 2015 – March 2017

- Defined and delivered processes for Sales & Marketing and Account Management for a global leader in Consulting and Information Technology Services. Head quartered in United States-New Jersey with its offices in Singapore and India. This project was to assist them in their pursuit of SEI CMM Level 3 certification.
- Assisted, a Singapore based Multi-Factor Authentication Cyber Security company by delivering a GoToMarket strategy for them in their start up mode.

- Worked for an Australian software testing and quality assurance services company in acquiring new clients.
- Delivered a Business Plan for a UK based MNC company specialized in providing quality and safety solutions for many of the world's leading companies and brands.

VALCON MANAGEMENT CONSULTANTS PVT LTD, CHENNAI INDIA (FEBRUARY 2015 – OCTOBER 2015)

(www.valcon.com)

Management Consultant

Originally a 3 months' assignment commenced on 23rd February 2015, it was extended until 31st October 2015; and thereafter concluded.

- Developing Management Consulting Practice for the IT sector, based out of India.

PT BUSINESS INTELLIGENCE TECHNOLOGIES, JAKARTA; INDONESIA (2012 TO 2015)

(www.bizintek.com)

Director – Operations August 2012 – April 2013 And August 2013 - January 2015

Delivery, CoE Management, Operations Management activities of all 3 divisions

- Tally.ERP 9 division.
- Enta HR solutions' division.
- MS Dynamics Axapta ERP and MS Dynamics CRM division.

Created a team of delivery personnel, got certifications done up on Functional and Technical certifications for Microsoft ERP and CRM as per the prevalent Gold Partnership Level.

Other Clients worked with in the period 2011-12:

- Ascenders Technologies Pvt Ltd (www.ascenderstech.com)
- Carevoyant Inc (www.carevoyant.com)
- 3 Edge Solutions (www.3edge.in)
- DiSEL English Language Spoken Software (www.disel.in)
- Mer Pedagogy Pvt Ltd (www.merpedagogy.com)

RAQMIYAT LLC, CHENNAI; INDIA AND RIYADH; KINGDOM OF SAUDI ARABIA.

(www.raqmiyat.com)

Regional Director May 2011 – September 2011

- Was based in Chennai and traveled to UAE and KSA to set up KSA operations.

SUNDARAM INFOTECH SOLUTIONS LIMITED, CHENNAI; INDIA.

(www.sundaraminfotech.com)

Head – SBU IT Infrastructure Management Services 2010 - 2011

SBU head – IT Infrastructure Management Services;

- NOC / DRS & Onsite IT Infra support services

KEANE INDIA LIMITED, CHENNAI; INDIA.

(<http://americas.nttdata.com/>)

Vice President –India Sales 2008 – 2010

- Strategy building, Business planning& execution, Profit Center management.

CSS CORP PVT LTD, CHENNAI; INDIA.

(www.csscorp.com)

(Formerly known as Cybernet Software Systems Pvt. Limited Regional Director – India, Middle East &Africa & Asst Vice President 2005 - 2008

- Business Operations - Enterprise services Division of the company, in the region comprising India, Middle East and Africa.
- Enterprise Applications, Software Testing services, Application Support Services and Implementation of enterprise-wide software applications.

STADS LIMITED, CHENNAI

CEO 2003 – 2005

- Was the CEO of the company.
- Business operations' management for this systems integration company, a part of Eonour Technologies Limited, Chennai.

CG MAERSK INFORMATION TECHNOLOGIES PVT LIMITED, CHENNAI; INDIA.

Global Head – Sales and Marketing 2002 – 2003

- Global business growth for this MNC, a JV between Crompton Greaves Limited of the Thapar Group, India and MAERSK DATA AS of the A P Moller group, Denmark.

HMA STARWARE LIMITED, CHENNAI; INDIA AND HOUSTON, TX; USA.

(www.hmastarware.com)

VP International Marketing & Projects 2000 – 2002

- US operations at Houston, TX for this banking Software Company focusing on retail delivery channel automation for banks.
- Management of offshore development work through a 150 strong ODC team in Chennai.

PENTAFOUR SOFTWARE & EXPORTS LIMITED, CHENNAI ; INDIA.

General Manager – Marketing 1994 – 2000

- Business Development, India; operations' commencement in India.
- Australian operations' commencement.

HCL LIMITED, MADRAS, VISAKHAPATNAM AND HYDERABAD; INDIA.

Sales Executive to Regional Sales Manager 1986 – 1994

- Sales of Micrographic Systems; CAD/CAM workstations and software solutions, Digital Telecommunication equipment like EPABX, Computerized Telex, and Telephone Billing Systems in the South Indian states of Tamilnadu, Karnataka, Andhra Pradesh and Kerala.

EDUCATIONAL QUALIFICATIONS

✦ **B.E (Mech.)** from Madras University, Coimbatore, INDIA, 1981 - 85 with an aggregate of 72 %.

PERSONAL DETAILS

Date of Birth: 15/09/1963. Passport: INDIAN No: N 6143961 valid till 17/01/2026

Residence : Flat No 2J, "Ramaniyam Ganga", 27-30 1st Avenue, Ashok Nagar, CHENNAI 600083.

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Chennai, India

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