

Curriculum Vitae

Name: **Narayanan Sudarsan**

DOB: 15/08/1962

Educational Qualification:

Bachelor of Engineering (Electrical and Electronics) Distinction 1979-84.

Post graduate diploma in business administration.

Refresher course in Management from IIM Bangalore with the project work being adopted as a product latter.

Work Experience:

1984-1989: Macneill and Magor Ltd Joined as a trainee and left as Manager. Was part of design and development of Low voltage (LV) and Medium voltage (MV) . Manufacture of LV and MV panels. Erection, testing and commissioning of pesticide , thousands of deep well and explosive plants.

1989-1990: TVS Electronics Ltd: Ancillary development of vendors for Key board/monitor and printer manufacture. Developed membrane key board

1990-2000: Siemens Ltd: Joined in Technical Department, went on to Engineering software design, Sales and marketing

1. Developed software for Estimation and design of switch board
2. Estimated, won order, designed and executed complete order for refinery including MV and LV switchboards worth millions of Dollars.
3. Specked in Vacuum Switchgear for 33KV system in Tamilnadu electricity board and converted the whole network from outdoor to indoor switchgear and won orders worth 8 Million Dollar.
4. Won switch boards order for 1500 MW power plant worth 4 Million Dollar.
5. Converted major steel industry from SF6 technology to Vacuum and won millions of Dollars worth orders.
6. Was handpicked for undergoing higher management course at Indian Institute of management. (One of the best management institute in the world) My project work was pursued on return and Siemens India switchboards obtain 25% of its turnover from this new product every after year till date.
7. Promoted as regional head and international marketing for communication division. Specked in and sold millions of

telecommunication lines for Indian Railways. Set up large scale distribution channels. Launched two new products in my region.

2000-2009: Al Hassan Group, GM Heading Manufacturing SBU in Oman

1. Turned around the company from a seven year loss making streak to highly profitable business from the first year of my joining till I left.
2. Increased turnover from 4 Million Dollar to 60 Million Dollar.
3. Executed MV strategy from concept to manufacture. Including building a state of the art factory with test facility. New Division was name Al Hassan Power industry.
4. Implemented Fans and lighting strategy and built factory. Executed major projects including Royal projects. New enterprise was called Al-hassan Lighting and Fan industry
5. Addn factory for switchgear built in Oman and Enhanced turnover.
6. Executed very large projects in Oman/Qatar/UAE. Madinat Jumeirah Phase 1 and Phase 111, Al Murroj (For DIRE). Seven packages of substation in Qatar, sold switchgear in Millions repeatedly to L&T/ABB/Siemens (even though they have their own switchgear).
7. Complete Electrical revamping of Buhasa plant of GASCO.
8. First Omani supplier to supply IMCC to PDO and also Obtain Shell Approval.
9. Launch of smart DB to reduce Electricity consumption in Oman.
10. Effectively implemented Omanisation.
11. Won In the first year of joining runner up HM cup and subsequent year the HM's cup for best factory In Oman.
12. Responsible for technical tie up with Siemens/L&T/Yaships/Cubic/ABB
13. Technical speaker for Marc Evans events in Supply chain management

2009-2013: National Electrical Industries Oman GM Head Manufacturing SBU

1. Won the entire Airport Expansion projects lv switchboard requirement and executed them worth 15 Million Dollar. Including Salalah Airport.
2. Built a 2500 Sq Mtr New factory In Rusayl
3. Type tested switchboards as per new standard 61439, first Omani company to do so.
4. Ensured Technical tie-up with Tavrida/Schneider/Elsteel/P&B
5. Turned around NEI from loss making to highly profitable one

2013-2014: TDK EPCOS India Vice President Power Quality Solution

1. Successfully Executed an order worth 12.5 Dollar for Tangedco

2. Effectively Shifted complete Capacitor manufacture from Sub vendor to in-house in record time with process enhancement. Including Clean room, new winding machines and impregnating chambers.
3. The division achieved its highest annual turnover and profitability with lowest inventory with reduced manpower during above period.
4. Introduced systems and process. Including Robotic welding and process automation at various stages.

2014 to current

MD Jean Mueller India Pvt LTD.

1. Established a green field industry in India.
2. Introduced Technology to many Electricity Distribution Company.
3. Ensured Highest Market share for our products and service and in many places ensured exclusivity.
4. Built two factories as per International standards in record time.
5. Increased Order value by 10 times to 10 million Dollars In a short span of three years.

Personal details:

Happily married to a postgraduate homemaker,with two lovely children.

Extensively travelled across the world for business dealings

Place: Chennai India