

RAMMY SURI

Experienced Business Manager

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Synopsis

More than 20 years of experience in

Technology/Telecom/Electronics/Energy/AI/Manufacturing/ Automation domains

Managed Customized solution business for SCADA & ELV, HMI, Embedded software/hardware, SaaS models and application software solutions, integration with on-premise and cloud-based implementations

With Engineering and Management background competent in designing sales budget, forecasts and business plan for driving revenues and accomplishing corporate goals and revenue targets

Implementing strategies for accelerated growth, reducing operational costs and improve service quality thereby strengthening both top line & bottom line

Experienced in market research & increasing business penetration, revenues & ensuring positive EBITDA with YOY growth

Proficient in maximizing sales opportunities proactively, created new opportunities and market ready solutions with high ROI

Pivotal role in establishing business unit from scratch

Experience

Organization:

Adaptive Informatics LLP

From Oct 2023 till date, Co-founder & Business Head

Domain: Technology/IT (hardware & software)/Telecom/Electronics/Energy/Mfg

Vertical: Hospitality/Healthcare/ Real Estate

Organization:

Triumph Technology

From Jan 2021 till date, Co-founder & Business Head

Domain: Technology/IT (hardware & software)/Telecom/Electronics/Energy/Mfg

Vertical: Hospitality/Healthcare/ Mobility/Energy/Manufacturing

Organization:

IVY Technology Servtech International Pvt Ltd(formerly IQOR India)

From April 2019 to Dec 2020, Head India – BD & Alliances

Domain: Technology/IT (hardware & software)/Telecom/Electronics/Energy/Mfg

Vertical: Hospitality/Healthcare/ Mobility/Energy/Manufacturing

Organization:

START UP Jan 2016 to March 2019 as Business Head

Domain: Technology/IT (hardware & software)/Telecom/Electronics/Energy/ Mfg

Vertical: Hospitality/Healthcare/Automobile /Real Estate

Organization:

Samsung India Electronics Pvt LTD

May 2013 to Nov 2015 as Vertical BD Leader

Domain: Technology/IT (hardware & software)/Telecom/Electronics/Energy/ Mfg

Vertical: Hospitality/Healthcare/Automobile

Organization:

GUNNEBO India PVT LTD April 2012 to Dec 2012 as Business Manager

Domain: Technology/IT (hardware & software)/Telecom/Electronics/Energy

Vertical: PSU/Defense/Real Estate/BFSI/Metro/Corporate

Organization:

WIPRO LTD September 2010 to April 2012 as Practice Manager

Domain: Technology/IT (hardware & software)/Telecom/Electronics/Energy

Vertical: PSU/Defense/Metro/Corporate

Organization:

HCL security Ltd Feb 2009 to September 2010 as Regional Manager

Domain: Technology/IT (hardware & software)/Energy

Vertical: PSU/Defense/BFSI

Organization:

Schindler India PVT Ltd May 2008 to Feb 2009 as Key Account Manager

Domain: Infrastructure

Vertical: Hospitality/Real Estate

Organization:

Honeywell Automation India Ltd June 2005 to May2008 as deputy Manager

Domain: Technology/IT (hardware & software)/Telecom /Electronics/Energy

Vertical: PSU/Defense/Real Estate/BFSI/Metro/Corporate

Organization:

Systemstek India Pvt. Ltd May 2001 to May 2005 as Assistant Manager

Domain: Technology/IT (hardware& software) Telecom/Electronics/Energy

Vertical: Corporate

Organization:

Indfos Industries Ltd (Danfoss) January 1998 to April 2001as Senior Engineer

January 1998 to April 2001as Senior Engineer

Domain: Energy/ Manufacturing

Vertical: PSU/Retail/Corporate

Education

B Tech (Mechanical)



Karnataka University Dharwad

Master in Business Administration



IGNOU Delhi

Certified Independent Director



Indian Institute of Corporate Affairs

Achievements

Regional performance excellence:

Achieved 170 % of sales target for IBMS solution business in 2007 in Honeywell
Closed the biggest multilocational surveillance solution for 500 plus branches of BFSI Vertical in 2008 in Honeywell

Lead Samsung Hospitality division to record sale of more than 30% than the annual targeted sales for 2014

Successful Integration of IOT solutions

Implemented IOT based patient management solution for Global Hospital in Mumbai which helped the patients to be connected with doctors/paramedical staff within the hospital & remotely, system enabled a paper less data base with integrated HIS

Development of GTM for solution business

MRD document compilation, successful solution development and launch of the market ready solution for Hospitality vertical, boosted the revenue by more than 40 % in this segment

Expansion of OEM network

Contributed to growth in OEM network, effecting the revenue growth of WIPRO by 30%

Expansion of Strategic Partners

Expanded Samsung partner network, adding 25 % higher revenue in hospitality segment

Skills

Business Strategy

GTM/Marketing strategy

Product life cycle management

CAPEX/OPEX management

Business alliances

Channel Management

Key account management

Product management

Competitive business analysis

ROI analysis

Market Research

Business Partner Management

Revenue and Pipeline Growth

Courses/Professional Training

Sales Advantage



Dale Carnegie

Business Ethics



Honeywell

Key Account management



Dale Carnegie

Passion

High End Technology based Innovations

Passionate about exploring innovative Solutions in high Technology/AI and leveraging them to enhance customer engagement

Strategic business development

Deeply interested in strategic planning and execution to grow in highly competitive Market

Emerging Business in Agribusiness segment

Interested in delivering IOT , Drone. AI based technology solutions.

More so interested in developing predictive AI tools for seasonal changes impacting Agriculture

Emerging Business in healthcare segment

Developing gene therapy to cure and diagnose the oncology related health issues