

A proactive planner with expertise in cross functional experience in handling a wide spectrum of Public Affairs activities involving creating and heading Corporate and Regulatory framework of the company and spearheading the government relations operations. Strong business acumen with the ability to plan and execute a wide range of strategies to further market presence.

## SKILL SETS

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- ❖ **Knows the Business** Possessing demonstrative capability of transforming business by going beyond the boundaries of traditional People Capital support; Ability to quickly adapt to any business environment, in-line with the need to achieve set goals/visions; Quick in contributing to any business in a responsible, strategic and quality way.
- ❖ **Personal Credibility** Strong **perception and resourceful**, believes in achieving and teaming. A person with combination of skills, academic excellence and superior personal attributes.
- ❖ **Strategic contribution** Creates new concepts in relation to the people that results in improved Performance; Ability to create, quickly adapt/change strategies in the best interest of the business needs.
- ❖ **Skillful execution** Makes things happen, against the odds in collaborative & constructive ways.
- ❖ **Value Champion** Have the courage to challenge and counter cultural values and behaviors in others; champion the organization values and vision and create a clear and compelling view of the future.

## EDUCATION HIGHLIGHTS

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- Economics Honors & MBE from Delhi University
- Doctorate, PHD in Agriculture Economics.
- Jyotishacharya, In Astrology from Benaras University
- Training on various languages from Microsoft Singapore

## CURRENT CAREER HIGHLIGHTS

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**Since Nov'97**                      **Reliance Industries Limited as President, Corporate Affairs**

<b>Strategy Planning</b>	<b>Policy Making</b>	<b>Project Management</b>
<b>Corporate Communication</b>	<b>Public Relations</b>	<b>Documentation</b>
<b>Network Regulatory</b>	<b>Government Liaison</b>	<b>Marketing Communication</b>
<b>Telecom Regulatory</b>	<b>Man Management</b>	<b>Market Intelligence</b>

### Notable Accomplishments

- I have been involved with the service industry handling government policy, alliance, corporate affairs and overlooking the operations in the said fields.
- I have been extensively involved with people at the highest levels in formulating Business Plans, Policies, Strategies, Market Intelligence. This included various aspects of project

management engineering, construction, sales, business plan and other support to departments that report to me.

- My contribution has been in various regulatory aspects and spearheading the government relations operations based from Delhi.
- Major achievements during 13 years have been roll out of telecom networks, petroleum and gas projects and Infrastructure based Special Economic Zone projects.
- Drove initiatives to enhance, Corporate Communications, Corporate Affairs, CSR and Backend research activities in order to get it institutionalized to the greatest extent and aligned with present and future business initiatives.
- Have created a seamless process of mobilizing skilled manpower based on specialized projects on a pan India basis and regulatory monitoring

## **PREVIOUS EXPERIENCE**

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### **NORTEL (1993-1997)**

- At Northern Telecom, I was the Director for the Enterprise Network and was also looking after all the business development activities operations. I was instrumental in starting Nortel's India initiative and expanded it with alliances and commercial negotiations with Indian companies, global and national accounts to touch an annual Rs 75 crore turnover. I led the entire operations of Northern Telecom in India that started from Enterprise Network Sales and progressed further to the selling of wireless and wirelines to the major accounts like, Reliance, Bharti, Tata, BPL, Hughes etc.

### **Tatas (1989-1993)**

- At Tatas, I was looking after the sales of EPBX and then oversaw the company's country-wide marketing operations. I closely worked with Tata Services in handling the Raytheon Project in which I interacted with very senior executives of the Tata group which was monitored by Shri Ratan Tata himself.
- I was also involved with Bell Canada activities in their endeavor to enter the GSM market. I also took up an assignment with G-TV in USA.

### **Modi Xerox (1987-1989)**

- In Modi Xerox, I was looking after National Accounts, major accounts and then Branch and Regional operations. I was involved in forging an alliance with Rank Xerox of the U.K. and representing them for their large accounts for specific reprographic equipment.

### **Larsen & Tubro (1981-1986)**

- In L & T handled national accounts and during the 5-year stint was adjudged the youngest achiever to meet targets before the deadline.

### **DCM Data Products (1978-1981)**

- The job entailed selling computers and calculators; in two years and worked closely with Mr. Shashi Ullal (CEO) on strategy, I notched up four promotions.

## **OTHER DISTINCTIONS**

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- Recipient of first "National Kayastha Shiromani Award, 2008" for contribution to the society in field of human rights and astrology.
- "Vedic Science" Award by for contribution in Astrology in 2008 by Media trust of India
- Shiromani Award, 2004 by Delhi government to outstanding citizens for contribution in various fields.
- International Who's Who of Professionals, conferred by the Who's Who Historical Society (2004) based in US.
- Leadership award by Nortel management for best leader in Asia Pacific in 1995.
- All India Achievers award for excellence in the industry by Delhi government in 2005.

## **AFFILIATIONS:**

- Member of National HRD Network Delhi Chapter
  - Member, Indian Olympic Association
  - Member, Punjab Cricket Club
  - Member, Indian Institute of Human Rights.
  - Member, Indian Society for Training & Development
  - Member, All India Management Association, Delhi
  - Member, Indian Institute of Public. Delhi
  - Member, National Council for Older Persons, Ministry of Social Justice and Empowerment.
  - Life member INTAC
  - Member National Counsel Of Old People (NCOP) formed and formed by the Ministry Of Social Justice And Empowerment. Has Senior Officials of state and eminent people from the field of politics, justice and eminent social workers to work on the Bill and other aspects.
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