

SHRIRAM GADRE

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Seeking Leadership assignments in IT - Networking / Network Security with an organization of repute

SYNOPSIS

Total over 30 years of experience

Experience in IT Industry of over 30 years in various technology sales leadership roles from Computer Hardware, Networking, Network Security software products & services.

*Specialties are in Channel, Alliances, Large Pursuit & Sales Management with domain solution exposure in **BFSI, Telco, Manufacturing, and Government-PSU's.***

Demonstrated excellence in Conceptualizing and implementing various business strategies.

An effective communicator with presentation skills and abilities in forging business partnerships, leading cross-cultural teams & establishing beneficial relationships with key players in the industry.

A visionary, with expertise in Business operations, multidimensional profile, capable and experienced in handling sales, business development and solutions management Across Customers & Partner Ecosystems.

- ⇒ Last associated with Conversant Solutions (conversant.tv), as **Country Sales Manager-India & Saarc**
- ⇒ Associated with Enterasys Networks (Extreme Networks), as **Country Sales Manager-India Region**
- ⇒ *Won Large **Security Projects for Network Access control, Monitoring Software from Volkswagen/Skoda, Manipal high court, Reserve Bank of India, Tata Motors***
- ⇒ **Part of Large Pursuit deal, Managed Project along with Siemens for Multiple Sites (>50) of NSN**
- ⇒ **Healthcare & Hospitality:** Alila Hotel, Imperial, Mirador, Embassy Hotel, Bansal Hospital, Vasavi Hospital, SRM hospital, Kokilaben Hospital, Birthplace Healthcare, L N hospital, Rajiv Gandhi Super Specialty Hospital
- ⇒ **Won many Network Solution (Network Switches, wireless Solutions) /Data Centre & Security (SIEM, NAC, IDS/IPS, Policy Manager) P.O.'s from Various Verticals like:**
- ⇒ **BFSI:** RBI, NABARD, SBI, Standard chartered Bank, ILFS, Central bank of India, Institute of Banking Selection Personnel, NISM, JP Morgan, Punjab & Sind Bank, Ambit Finance, SEBI, ICICI, **RBI for SIEM /Networking**
- ⇒ **Manufacturing: Tata Motors/Technologies (SIEM, Wireless IPS, PolicyMgr, BYOD), Reliance Industries, Manipal High court(NAC,IDS,Policy Mgr),Asian Paints(IDS,Policy Manager),Kansai Nerolac Paints(Wireless-IPS, Policy), L & T ,Chennai Petroleum Corporation Ltd.(PolicyManager,IDS),Rourkela Steel Plant, **Tata Technologies as Global Account, NTPC, ONGC, SAIL, Ratnagiri Power gas, Power Grid corp, MICO****
- ⇒ **Service Providers like: Reliance Communications/Reliance Industries, Tata Communications (VSNL), Tata Teleservices, Loop Mobile, Vodafone ,Orange & BSNL**
- ⇒ **Some of the other notable orders from Formula-1 Car Race (Switches,Wireless,NAC,IPS,Policy Manager),Siemens (Wireless IPS,SIEM,Policy mgr),Reliance Industries Ltd ,Nokia Siemens Networks ,Tata Teleservices, ADANI Group,Bharat Electronics, Sonata Software,AIIMS,NTPC Multiple locations,Volkswagen, Times of India, Invensys**
- ⇒ *Proven ability of identifying and sourcing major clients and escalating sales turnover.*
- ⇒ *Good connects with Distributors & Consulting firms like iValue, Round Robin, RAH Infotech, Inflow...EY, Deloitte, Capgemini, Accenture*
- ⇒ *Training & Development of Channel Partners - Trained more than 100+ channel partners*
- ⇒ *Successfully developed Partners like CMS Computers, CMC Ltd., L& T , Maheshwari Computers, ATOS, Tata-Elxsi, ECIL, Siemens Enterprise Communications, Hinditron,Allied Digital, Wipro, Qi Networks.....*
- ⇒ *Possesses ability to forge & develop relationship with CTO/CISO/Top Management.*
- ⇒ **Strategic Partnerships Developed- Invensys, ATOS, Siemens, L & T, Inspira....**

Some Notable Orders

- ☑ *Reliance Industry Ltd: 1 M\$+*
- ☑ *Reliance Energy - 1 M\$*
- ☑ *Tata Motors /Technologies : 1 M\$+*
- ☑ *Formula 1 Car Race Circuit : 900K+*
- ☑ *Nokia Siemens Networks: MM \$ (multi-year contract)*
- ☑ *Siemens Ltd.: Multi-Million\$*
- ☑ *Volks-Wagen: M\$*
- ☑ *Larson & Toubro Ltd. (L&T Group): M\$+*
- ☑ *Adani Group*
- ☑ *Reserve Bank of India (M M US\$) & NABARD Bank, State Bank & Central Bank of India, ILFS, ICICI, Standard chartered Bank*
- ☑ *Rate Contract State Gov.of Maharashtra, Manipal High Court & Madhya Pradesh*

AREAS OF EXPERTISE

- ⇒ **Effective and accountable in high-profile executive roles:** Overcome complex business challenges and make high-stakes decisions using experience-backed judgment, strong work ethic and irreproachable integrity.
- ⇒ **Corporate Strategy & Development Specialist:** Consistent record of delivering results in growth, revenue, operational performance, and profitability. Aggressive sales & marketing tactics with strong exposure of working with prominent and high-profile accounts
- ⇒ **Consistently deliver Mission-Critical results:** Gifted with the vision, determination, and skills needed for high-level revenue-building strategies and tactics. Steered sales promotion through extensive participation in Corporate Road shows to create brand awareness.
- ⇒ **Respect and Leverage Human Capital:** Motivate, mentor, train and lead talented professionals. Live the culture and lead by example.

ORGANISATIONAL DETAILS

From April-19 till date with Whitecodelabs (<https://whitecodelabs.com>) as Vice President, India (Freelancing) White Code Labs is a Silicon Valley based, Award winning Enterprise software solution & product company. Specialised in Data analytics, Blockchain-IoT & AI solutions. Having Solutions for Realty, Finance , Manufacturing Verticals. Some of the customers like L & T Realty, Rossari Biotech, Linfox...

From Sept-18 to March 19 with Airpro(www.airpro.in) as Business Development Advisor PoE Switches, Wireless, Media converters required for Media & Entertainment Vertical, Telco customers, Smart City/IoT/Surveillance.

From July-18 to March 19 with Conversant Solutions pte Ltd as Business Consultant(Contract) **Development of Class A ISP & DC Customers** for Caching & CDN /OTT Solutions for company. Dvois,Spectranet,BSNL ,SET,Viacom,TV9

From Nov-17 to June -2018 with NSFOCUS (<https://nsfocusglobal.com/>) As Sales Consultant, India NSFOCUS Provides Integrated Cloud & On-Premises Security Solutions like WAF, Anti-DDOS Development of Service Provider Market (Telco, ISP & Data Center,TV9) & Partners in India

Feb-17 to July -17 with Conversant Solutions (conversant.com.sg) as Country Manager-India & SAARC Development of **Service Provider (BSNL, Reliance, Tata Comm, IBM, Tech Mahindra) & Media Vertical** for the company product line like HTTP Caching & CDN Appliances, OTT Solutions, cloud services, Development of customer & partner base in India & Saarc.

June-16 to Jan-17 External-Sales Consultant for Gapbridge-soft & R. Partner for Positive Technologies
1.Developing customer base & Partners for Gapbridge **SAP application services, Manpower Services**
2.Development of Customers like Tata Technologies, Reliance Communications, **Essar Group, RPG Group**, Kansai Nerolac, Times of India for solutions like **WAF, Vulnerability assessment**, SAP Security, Application security

June-14 to May-16 – Entrepreneur

Successfully acquired customers like Military College Telecom Engineering, Indian Military Academy, Volkswagen, Army War College (AWC), Reliance Energy for Monitoring Software & Network Access Control Solution, PoE Switches, Wireless required for **Smart City/IoT Projects** in Surat, Punjab along with Partners like allied digital, Revmax...etc. **Helped voltek for large pursuit with Reliance Jio in Surveillance projects (over 8,000 Switches).**

Jun'05 to 2014 at Enterasys Networks, Mumbai as Country Sales Manager-India Region (Enterasys is now part of **Extreme Networks**)

Key Deliverables:

⇒ Responsible for Sales & Growth of Enterasys (www.enterasys.com) Networking & Security Products/Solutions

Key Highlights:

- ⇒ Managed the business for India Region with limited resources & grown the same **to more than 5 M US\$**
- ⇒ Achieved **YoY growth of 30% in Revenue** for Enterasys Networks India Business
- ⇒ **Best sales person for year 2006-7, 2007-8 & 2010-11,2011-12 in APAC Region.**
- ⇒ Successfully acquired & received repeat orders from **ISL- Bangladesh, Volks-Wagen, Tata-Motors,NLC, BEL, Loop Mobile,CPCL, Central Bank, P & S Bank, Standard chartered Bank ,ADANI Group, L & T Group, Ambit Finance, NABARD, Birla Sunlife and JP Morgan, AIIMS, ,Manipal High Court,ILFS,ADRIN/NRSA,BMC,M.P.State Electricity Board Rate Contract,PWD Hospital,Bansal,SRM Hospital, Reliance Industries Ltd,Nokia Siemens Networks, Including Data Centre orders from NABARD,Formula 1 Car,Bentley,Tata Technologies, Rajiv Gandhi HSP,Kansai Nerolac,** Many Infrastructure deals through partners like Siemens, ECIL, CMC to customers like Rourkela Steel,Neyveli Lignite,Goodyear Tyres, GTRE,NPC and many more. Co-Operative banks.
- ⇒ **Tata Motors as global account – Singapore, Bangkok, UK (Tata motors European research Center)**
- ⇒ **Develop Partner base like** Tata Elxsi, ECIL, ATOS, Siemens Enterprise, Maheshwari Computers, Round Robin, Wipro, CMS Computers,Allied Digital, Virtual Netcom and regional resellers
- ⇒ **Some of the Large Deals/Pursuits done / part of Team**
Part of Large Deal Pursuit between ETS(Enterasys)- Siemens Information System Ltd – Nokia Siemens Networks NSN Network (55 Sites in India spanning two years) across globe – Global Approx. **8M\$,India 1.5M\$**
As part co-ordination with Account manager in Singapore (SISL), Global Manager Siemens (ETS, Germany), Local SISL Team for services negotiation, Local NSN Teams for Site plans, ETS Support Team Ireland.
- ⇒ **Pursuit Ownership RBI SIEM RFP – 3.5 M\$**
- ⇒ Work closely with DIT Team HO, Consultant Bangalore, OEM Partner Q1 Labs (part of IBM) for designing & writing the RFP for SIEM, extensive competition analysis Compare to HP Arcsite.
- ⇒ **Part & local owner-ship of Global Deal/Pursuit customer-RIL** along with global partner **Invensys** for supply of Solutions to Reliance plant (Jamnagar) comprising switches, management software ..etc **>MM\$**. Managing local relationship /supply/local support help co-ordination with RIL & Invensys along with global account manager ETS -Invensys USA.

Jan'04-Apr'05 at Atrie Technology Pvt. Ltd., India as Senior Business Development Manager

Key Deliverables:

⇒ Responsible for account management & relationship management.

Key Highlights:

- ⇒ Gave breakthrough for Atrie Routers in one of Government projects through channel partner-CMS, Gave break into accounts like, **MTNL, VSNL-Tata** and Union Bank.
- ⇒ Developed the New channels in Region & gave first router order for company through CMS
- ⇒ **Appointed the distributor SES technology & development of reseller Channels**

Jun'03-Dec'03 at 3D Networks (Now Part of Wipro), Mumbai as Sr. Sales Manager

Key Highlights:

- ⇒ Gave Philip to Data Networking for company
- ⇒ Push aggressively products of juniper/Nortel In **Tata Account, MTNL, Vodafone**
- ⇒ P.O of Training & Manage Services from **VSNL for Juniper Routers (M series)**

Sep'00-May'03 at Cabletron Systems, Mumbai as Regional Sales Manager - West

Key Deliverables:

- ⇒ Accountable for identification of major accounts in the corporate/Government/BFSI segment.
- ⇒ Liaison with Channel partners & worked jointly on cases.

Key Highlights:

- ⇒ Made a major foray into Government Segment-Signed RC for LAN with Maharashtra State Government.
- ⇒ Successfully made a major breakthrough for *Enterasys **BSES telecom (Now Reliance Energy) close to 1 M\$ order (tier 1 ISP)*** & large Deal from **Reliance Industries Ltd., Tata Motors Pune & Asian Paints, Mahindra British Telecom, Times of India, BSNL, Veritas, and Wockhardt Hospital.**
- ⇒ **Many BFSI Networking deals Like BOB, RBI, NABARD, CBI, SBI, BNP Paribas, J P Morgan and Canara Bank.**

PREVIOUS ASSIGNMENTS

Apr'00-Sep'00 at **Siemens Information Systems Ltd.**, Mumbai as Sr. Marketing Manager-Value Added Networks

Key customers acquired – Grasim Industries

Apr'98-Apr'00 at **PCS Industries Ltd.**, Mumbai as Regional Sales Manager – Networking

Key customers acquired – MICO (Large P.O. 2 Cr), Times of India, **New Bridge RAS Products to Various ISP's**, Hindustan Lever, L&T, NIFT

Nov'87-Apr'98 at **Crompton Greaves Ltd.** Mumbai as Dy. Sales Manager

Recognized as Best Sales person for Compaq Servers & Desktops Products & Networking

Key Customers – **Times of India, Raymond Steel, Reliance Industries**, Crompton All divisions, Accor Radhakrishna, P &G, Geoffrey manners

EDUCATION

- ⇒ Diploma in Engineering from VJTI in 1985
- ⇒ Graduate in Mechanical Engineering, Chartered Engineer (Associate Member of Institute of Engineers) in 1986.
- ⇒ P.G. Diploma in Marketing Management from IMM, State Government of Maharashtra in 1988

TRAININGS

- ⇒ Certificate Course from NCST in UNIX & C
- ⇒ Attended many trainings some of them are:
 - Training at Tel –Aviv, Israel from Lannet, RAD Group, for 10 days.
 - Training on Newbridge Products.
 - Training on Juniper & Nortel Products
 - Compaq Server & Desktop Training.
 - Security Training-Enterasys & Nortel.
 - Cyber Security Training on NSFOCUS for WAF, VA, A-Ddos
 - Data Science & Machine learning using Python
 - Machine Learning using Python & R in Data Science
 - Udemy & UiPath Short Training Fundamentals of RPA (Robotic Process Automation)
 - Fundamentals of Cryptography, End User Security/Cybersecurity – Cybrary.it
 - CCSP,Aviatrix Multi-cloud Training (ACE),AWS Cloud Practitioner, Solution Architect, Security Specialty - Udemy, Linkedin, Google Cloud (Udemy -cloud guru)
 - Certified Blockchain expert** – Udemy & Block-chain Council, Blockchain Training Alliance, Comptia Security+ & Cybersecurity Analyst (Cysa+): Training – Udemy, Linkedin

PERSONAL DOSSIER

Date of Birth	25 th September 1963
Languages Known	English, Hindi & Marathi
Location	Mumbai , India