

K .V. SUBRAMANIAN

***ENGINEER NITK, PHD IIMB, 3.5 DECADES DIVERSE EXPERIENCE – CONSULTING,
RESEARCH, ACADEMIC SUPPORT, MENTORING, AUTHORIZING, FREELANCING***

SKILLS / COMPETENCIES / EXPERTISE

- 1. FINANCIAL ANALYSIS, PROJECTIONS, PERFORMANCE ANALYSIS**
- 2. INTERFACING TECHNOLOGY AND MANAGEMENT**
- 3. BUSINESS PLAN**
- 4. ORGANISATIONAL ANALYSIS AND STRUCTURING**
- 5. MARKETING PLAN**
- 6. ROLES AND RESPONSIBILITIES ANALYSIS & DEFINITION**
- 7. CONSULTING: MARKETING, CLIENT INTERACTION TOP MANAGEMENT TO OPERATING LEVEL -
EXPECTATION DEFINITION AND MANAGEMENT, PROJECT FORMULATION, PROPOSAL
PREPARATION, PROJECT MANAGEMENT, TEAM MANAGEMENT, CLIENT PRESENTATION,
ACCOUNTABLE END TO END - CONCEPTION TO COMPLETION**
- 8. CONSULTING SPACE: BUSINESS, INFRASTRUCTURE, GOVERNMENT AND THE DEVELOPMENT
SECTOR; TRAINING AND MANAGEMENT EDUCATION**
- 9. CONSULTING DOMAIN: STRATEGY, POLICY ANALYSIS, PROJECT FORMULATION,
IMPLEMENTATION, FINANCIAL ANALYSIS, CAPACITY BUILDING, ORGANIZATIONAL
ALIGNMENT, PROCESS REENGINEERING, CONTRACT MANAGEMENT, GOVERNMENTAL SYSTEMS,
E-GOVERNANCE, STAKEHOLDER CONSULTATION AND CONSENSUS BUILDING. COUNTRIES OF
EXPERIENCE ARE INDIA, MAURITIUS AND SUDAN.**

CONSULTING

Leading a *government online* project for the government of Mauritius, an organisational transformation assignment for the Indian Space Research Organisation, several financial feasibility analysis / privatisation assignments in the water sector, macro sector studies, strategic planning, assignments in development sector funded by the UN, World bank, EU, OECF, training assignments on reforms for government officers. Responsible for business development, client relationships, contract management and program management for IT projects in the governments sector

Strengths: Handling diversity, seamlessly cutting across hierarchical levels, functional areas, handling unstructured situations, evolving strategies under complexity, management training for technical personnel, adopting systems approach and implementation monitoring.

Training related experience: *training needs* analysis for engineers in a utility, executive training programs for consulting professionals and in-service engineers in water utilities; planning organising, coordinating and conducting training programs in the government sector. Conducted training on negotiation skills for senior managers in a large PSU, systems approach for engineers, project management for irrigation engineers. Led a postgraduate program infrastructure management (MBA) for engineers.

Academic Support - Several research / assignments for overseas MBA students

Website : <https://primeconsultinggroup.in/>

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