**Dr.Krishnan Ranganath**

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**Summary**

Senior Executive with over (two) 2 decades of experience in global markets mechanics with diverse Multinationals across Emerging Markets. Worked with numerous IT/ITES and Telecommunications players for a range of large and very elaborate projects. Managed multi-million dollar projects, land large and disparate teams across various regions and time zones. A seasoned player in start-up and business re-engineering.

Instrumental and a key stakeholder in the initiation and management of multiple networks & data centres across geographies with a proven track record of monitoring the inflow & outflow of funds, and ensuring optimum utilisation of available resources towards the attainment of organizational goals

An adept trainer and consultant in the establishment of profit centres, techno-commercial objectives and designing or processes integration to ensure smooth functioning of sales & marketing operations with effective usage of 360-degree appraisal tool.

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Proficient communicator and motivator with a proven ability to deliver high-quality customer service, manage multiple vendor relationships, and consistently meet or exceed objectives.

**Core Competencies**

* Strategic planning
* Project management
* Business development
* Relationship management
* Turn Around management
* Working capital management
* Product management
* Cost reduction strategies
* PPP projects
* Effective interpersonal skills
* Team management

**Achievements**

2022 : Awarded by Tech Innovation Awards : 2022 as Data Centre Personality of the Year

2022 : Awarded by Beacon of ICT (BoICT) as Data Centre Personality of the Year

2022 : Awarded by Tech TV as Data Centre Indutry Influencer of the year

2021 : Awarded with Data Centre CTO of the Year by 6th Africa Digital Economy

2021 : Delivering the Phase 1 of Africa Data Centre in Nigeira at Eko Atlantic City - Lagos

2020 : Delivered colocaton facility for Huawei in partnership with Dimension Data

2019 : Part of the core team that started operations & business of Accra 01 Tier 4 Data center in partnership with Etix Everywhere

2019 : Working on the Design to upgrade Medallion Lagos Facility in conjunction with Uptime Institute

2018 : Signed the smart city project for Delta state and initiated the deployment

2018 : Working on the Roll out of Medallion Data enters in selected countries in West Africa and Nigeria.

2018 : Developed the roadmap for Edge Data Centers in selected Nigerian states along with Voice interconnect

2018 : Delevered the colocation facility for Facebook Nigeria, Orange, Sparcle and some other global players

2018 : Completed the activities for ISMS / ISO – 27001 for Medallion Lagos Detacenter

2017 : Completed a the development of GPI (Global Perfoamnce Index) a unique performance management platform, with a project budet of $30M

2014 :   Smart Accra: Conceptualized and Implemented Accra wide WiFi network bringing more than 200,000 users online.

2012: Successfully increased sales figured by 65% in Sunnnet systems, reduced the cost of sales/operational exp by 21% and turned in to one of the largest SI in West Africa

2011 : Sucessfully implemented the Biometric driving licence solution for FRSC – Nigeria before the planned time lines with a captutre rate of 1M licencess per month with a revanuie of addition of US$ 45 Million per month to FRSC. Implementation of payment collection solution to Nigerian Immigration services

2009: Successfully increased the enterprise sales of Suburban Broadband by 23% and Suburban Telecoms by 11%

2001: Won the best operational & best performing team with Net4India Ltd. by over achieving the sales target by 85%

2000: Proficiently Set up an ISP in 60 working days

**Professional Experience**

Chief Technology Officer (Consultant role)

Africa Data Centres

Since – December - 2020

* Working with the Exco team on the overall technology and deployments in line with the business needs
* Leading the West & North Africa Business operation and expanssion in creating the digital infrastratutre, which will promote Local Content, Data Domiciliation, ease of content mobility, “a unique connected Data Centre Ecosystem”
* Support the product development / business team at the group level
* Supporting the Site selection team in West & North Africa
* Responsible for P & L of the region

Chief Technology Officer

Medallion Communications Limited - Lagos

(October 2017 – November 2020)

* Providing organizational direction with regards to all internal technologies  (production, decision support, productivity)
* Create technology strategic plans, roadmps and budgets with emphasis on cost/benefits analysis
* Manage both in-house, and third party service providers and consultants.
* Leading the technology side of Data centre and Interconnect Clearing house
* Implmenting operational effficency and cost optimization stratergies in the area of our business
* Overseeing the new data centre Design / Development / deployments which we are planning across manjor cities in Nigeria and in selected West African nations as per Tier III and Tier 4 standard
* Leading the implementation of latest technologies in our data centres to minimize operational cost and improve efficiency
* Customer interactions as an when needed
* Leading customization of new switching system for our Interconnect Clearing house
* Leading a team of external consultants in Data Centre Tiering Certification, ISO 9001 – 2015 / 27001, PCI-DSS
* Support and foster the existing high energy and morale of the group and foster the continuous improvement culture of the organization and get the most out of the existing teams
* Working on a project in having peering with other internet exchanges in Africa

Vice President

Century Data Integrated services (A Century Group Subsidiary)

(Jan 2015 – Oct 2017)

* Responsible for overall growth of the company
* Managing all Government and large Customer Relationship across Africa & Middle East.
* Directly leading Sales and New Product Development Teams
* Over achieving targets from two financial years (120% & 107% respectively)
* Successfully commercialised and developed the GPI platform - a global platform on performance improvement for Organisations/individuals
* Developed/deployed goto market strategy for our ICT and Oil & Gas based solutions (Iot), remote well management. monitoring /production optimization / real time pipe line monitoring , Fuel Management systems
* Heading GPI (Global Performance Index) with a total project budget for $30M

Director, Sales (Consultant Role)

SIGNAL ALLIANCE LTD

April 2014 to September 2014

* Responsible for Strategising and implementing the sales plans and partner / OEM relationships
* Mentored the sales team
* Conceptualised and created new solutions, focusing on Opex model
* Successfully managed relationships in selective Key Accounts and Key OEM management, OEM handled - Microsoft, SAP, HP, Cisco

Chief Executive Officer

BLUE CLOUD NETWORKS LTD, & FORUM NETWORKS LTD., [GHANA]

Januery 2013 to March 2014

* Responsible for P & L of the company
* Executed competitive strategies for expanding market share; achieving revenue and profitability targets
* Set up strategic alliances / tie-ups with financially strong and reliable channel partners, resulting in deeper market penetration and reach
* Oversaw all the aspects of Retail Operations including Commercial, Administration, Man Management, Business Development, Merchandising, Organizing Promotional Event etc. and heading towards achieving the goal called profitability.
* Assessing of Capital Expenditure Projects and according budget clearance; preparing cash flow forecasts

Management consultant

FORUM NETWORKS LTD., [GHANA]

September 12 to December 2012

* Developed the partnership for Forum networks with MTN Ghana on the conference brindge solutions and commercilisation
* Conceptualised the business model for Blue Cloud networks and later moved as CEO of Blue Cloud networks
* Completed MVNO project in Cameroon for Spectrum and MTN
* Promoted VNL ( A Shyam telecom company) on solar BTS solutions

Chief Operating Officer

Sunnet Systems Ltd., [Lagos, Nigeria]

August 2011 to August 2012

* Showed distinctive ability by initiating a deal with AMCON Data Centre, Nigeria for more than 6 Million Dollars
* Demonstrated successful execution of business strategies for company products and services
* Participated in: acquisition/mergers and growth activities to support overall business objectives and plans
* Capital market development, including participation in road shows, bank meetings, analyst meetings etc.
* Major customers handled: Shell, Chevron, Mobil, ConOil & Glo, Eco Bank (E-process) and other Eco bank affiliates in West Africa, UBA (Nigeria / Ghana / Republic of Benin), Access bank (Nigeria / Liberia), AMCON, FCMB, CSCS, Flour mills, Federal & State governments like Lagos, Rivers etc.
* Managed OEM relations with IBM/HP/Dell /Cisco/ Microsoft

Chief Operating Officer

SW Global [Abuja, Nigeria]

February 2011 to August 2011

* Designed and implemented business strategies, plans and procedures for SW Global – Nigeria Operations
* Oversaw daily operations of the company and the work of executives (IT, Marketing, Sales, Finance etc.)
* Lead employees to encourage maximum performance and dedication
* Evaluated performance by analyzing and interpreting data and metrics
* Assist CEO in fundraising ventures
* Actively participated in expansion activities (investments, acquisitions, corporate alliances etc.)
* Successfully deployed automated IGR solution for FCT- Abuja, with an average tax collection of US$ 15M equilant in local currency through the platform per momth
* Efficiently ensured the achievement of forecasted financial goals
* Sucessfully implemented the Biometric driving licence solution for FRSC – Nigeria before the planned time lines with a captutre rate of 1M licencess per month and a revanuie of addition of US$ 45 Million per month to FRSC

VARIOUS LEADERSHIP ROLES (1992-2011)

ASIA AND AFRICA

* Suburban West Africa Ltd.Group head (Sales & Marketing)
* Riskraft Consulting Ltd Senior manager (BFSI) [Middle East & India]
* Interetec Softwares Pvt. Ltd. Head of Sales(BFSI[Middle East & India]
* kalypto Risk Technologies Pvt. Ltd. Regional Sales Head. [Middle East & India]
* Iqara telecoms India Pvt. Ltd. Head ESG Sales (Enterprise Solution Group)
* Net4India Ltd. General Manager (Business Operations, Western Region)
* BDPS Software Ltd., Branch Manager
* Madras Auto SERVICE (TV’s Group) MIS in charge

**Education**

2011: PhD in Enterprise-Wide Risk Management and BCP - Mumbai University

2010: PhD in Organisational Management & Strategy: Kanpur University

2009: PhD. in International Marketing: University of Pune - India

1997: MBA in Marketing: University of Pune - India

1992: B.Sc. in Mathematics: University of Pune - India

**Languages**

English, Hindi, Malayalam

**PERSONAL DATA**

Date of Birth: 2nd October 1971

Residential Address: Z 2 – B Lekki County Homes, Lekki – Epe Express Way, Lagos, Nigeria

Permanent Residence: A 501, Sai Radiance, sector 15, CBD – Belapur, Navi Mumbai, India