



V. "Ram" RAMAKRISHNAN

Experience/Background

Ram's primary focus is business performance enhancement/improvement. He aims at creating a learning organization capable of continuous improvement for sustained organic growth. He uses two basic approaches to help clients plan and manage change- facilitate the development of the critical insights to direct business renewal during the coaching process; assist them find solutions to strategic, structural and systemic issues in a consultative process. In coaching he brings to bear his varied and extended experience in industry, in Asia, America and Europe, where he started as engineering apprentice and went on through various line and staff positions to lead an organization as its MD & CEO. In consulting he works on aligning the business processes with the organizational systems. He combines the balanced score card and six- sigma approaches in integrating practice & methods with strategy. Both approaches he has worked with and understood when directing companies. He is familiar with benefits of the ISO 9000 series and QS 9000 standards.

Ram is keen proponent of responsible corporate performance as the basis of sustainable progress and encourages directors to learn to direct and manage risk at its source. In the process he creates a strong performance oriented board and senior management that can dynamically manage short-term demands to achieve strategic goals. He has used varied tools to develop programs for senior management preparatory to coaching. He has developed an integrated approach to placement, fitment, targeted training needs analysis and training effectiveness management as part of his efforts to improve HRM practices.

Ram has managed family (he started in his own family's engineering companies) and public corporations, small, medium and large businesses and has in his career as a manager turned around seven operations and set up five joint ventures in Asia. He has hands on experience in engineering, operations, marketing, business development, customer service and planning. He has a wide range of interests and is devoted to the pursuit of excellence as a way of life. His consulting experience is similar and covers a range of industries and businesses of varied sizes. He was an early adopter of IT in the manufacturing and marketing environments and has considerable experience in integrating the supply chain into the demand management of an enterprise in manufacturing, trading and software.

Clients

Confidential based on client requests. Specific references will be provided on request.

Education

Masters in Technology (Mechanical), Bachelor of Engineering (Mechanical), Post Graduate Diploma in Management, Dipl. In Public Speaking, Member Singapore Institute of Directors, Member Singapore Institute of Management.

Instrument Certifications / Training

PerformanSe- a French instrument. Others he gets administered over the web or uses client specified tools. Has used the PDI 360 as part of a larger coaching assignment.

Languages/International Experience

Fluent in English, German (lived there 18 months), Bahasa Indonesia (lived there five years),Hindi, Tamil. Ram has lived in Europe, worked for an American company and set up business ventures with European, American, Australian and British companies. He is extensively traveled.

Travel Preferences

Based in Singapore from where he covers Malaysia, Indonesia, Thailand, Philippines, Hong Kong, China and India.