

## **CV of RAVI SANKAR THIGULLA**

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### **Professional Qualifications:**

- B.E in “Electronics and Communications Engineering (E&CE)” from Gulbarga University.

### **Professional / Career Summary:**

24+Years of experience in Channel management,Pre-Sales & Marketing of “Environmental Simulation chambers Like Hot & Cold Chambers, Humidity Chambers, Temperature Chambers, Altitude Chambers, CATH Chambers (Combined Altitude Temperature & Humidity Chambers), Combined Vibration Test chamber, Electro dynamic / Vibration test Systems /Shakers, Rotomould Transit cases, Light Weight Aluminum Transit cases/ Transport Cases, Shock Test Systems, Vibration Controller software’s, MEMS Based Gyros, Electro Optical Test Equipment (EOTS)” ., Etc.

RF & Microwave Components (W-Band LNA’s ,FMCW Radar Modules, Rotary Joints, Slip rings, Humidifiers,TWT Amplifiers,RF Absorbers,EMI/EMC Components, Power Amplifiers, Cable Assemblies, Up/Down Converters, Radar Target Simulators, EWS Simulators, GPS/GNSS/IRNSS simulators , AC/DC Power Supplies , Cable Harness Testers, Universal Device Programmers,USB Based Oscilloscopes & Spectrum analyzers, Soldering & De-Soldering Stations ,Thermal Imaging cameras, Data Loggers, etc.

Fiber optic Testing Equipments ( Like OTDR’s,Optical Power meters, Splicing machines ,OSA),Electro Optical Test Equipments, Photonics Components, optical Tables ,SMT Machines (Automatic Pick & place Machines, Re-flow Ovens, Stencil Printers ) ,Automatic Test Equipments (ATE’s), HF, VHF, UHF, BTS Panels & MW Antennas & Telecom /Transmission Towers .

- List of Major customers: Indian Defence organizations DRDO’s, ISRO, OFB’s, MOD’s,
- List of Major customers : PSU’s - BEL, BDL, HAL, ECIL Etc.,
- List of Major Educational Institutions: All top Indian IIT’s/ NIT/ Top Tire-I Private Educational Institutions & Universities.
- List of Major Private Organsiations: Defence Related product Manufacturers like M/s.Tata Power SED,M/s.L&T Defence , M/s.Astra Microwaves,M/s.VEM Tech’s,M/s.ACD Communications, M/s.ICOMM Ltd, M/s. Alpha Elsec Design Technologies, M/s.Bharat Forge (M/s. Kalyani Rafeal), M/s.Flic Microwaves ,M/s. Zen Technologies Ltd, M/s. Avantel Softech, M/s. SEC Industries P.Ltd, M/s. Reliance Defence Ltd, M/s. Mahindra defense Naval Systems, M/s. Speck Systems Ltd, Etc.,

❖ *Having International work experience in Dubai – U.A.E. (United Arab Emirates) for business development activities* by interaction with Various International Companies.

❖ Undergone training programs in M/s. 3M-Bangalore for Electronics Anti static Materials Quality management systems.

## **Details of Work Experience:**

- 1) **M/s. Zetatek Technologies P.Ltd (ZTPL)- Hyderabad** **Manager – Sales & Mktg**  
**M/s. Zetatek Industries P.Ltd (ZIPL) –Hyderabad**  
**(Formerly known as Zetatek Industries Ltd)**  
**Aug'17 to till date**

M/s. Zetatek group of companies based out of Hyderabad offers wide range of products in the last Three decades established an impeccable reputation as a market leader in the niche segment of manufacturing of Environmental simulation Test chambers, under “MADE IN INDIA” to meet Customer Requirements of many industries such as DRDO, ISRO, MOD's, Ordinance Factories, Department of Atomic Energy (BARC).

M/s.ZPTL is an Authorized Indian sales & services representatives of M/s.TIRA –Germany, M/s.Desapro Inc –USA (Formerly M/s. EDAK -Switzerland), M/s. Data Physics –USA , M/s. RULA technologies-Lativa–UK, M/s.ELSTAR Elektronik AG–Switzerland, M/s.CI Systems – Israel, M/s.Sensoror, Etc

### **Roles and Responsibilities:**

Interacting DRDO scientist, Searching for new RFQs / e-Tenders on CPP Portals, Attending of Pre-Bid Meetings, Pre- sales activities and also responsible for making product presentations and coordinating and managing client interactions/visits.

Promoting all the above international companies to Indian Defence Organisations as well as interacting with list of above Manufacturers for promotion of their products for improvement of Business Volumes.

- 2) **M/s. Tecnode Solutions P.Ltd - Hyderabad** **Regional Sales Manager**  
**Feb '15 to Mar'17**

Tecnode Solutions p.ltd is a Bangalore based fast growing organization offers a wide range of products in the field of RF & MW, EMI/EMC Components, and Software's for RF designs, thick film measurement technologies, serving key markets like Defence, space & Research Organizations in India.

Tecnode Solutions is a channel partner for the OEM majorly from the UK Based European Companies of M/s. ERZIA-Spain M/s.Soliani –Italy, M/s. Holland Shielding -Germany M/s.Rio Systems-Israel, M/s.Maturo -Germany, M/s. WTW Tracking antenna Systems-Germany ,M/s. Redcat Devices-Italy, M/s. EMAG Tech's-USA ,M/s. STR –Soft -Russia ,M/s.Tower Jazz – Russia Etc.,.

### **Roles and Responsibilities:**

Enquiries generation, Pproduct presentations and coordinating and managing client visits to meet customer requirements.

- 3) **M/s.Merlinhawk Aerospace P.Ltd – Hyderabad** **Branch Manager – Sales & Mtkg**  
**May '14 to Feb '15**

MASL is a Bangalore based fast growing organization offers a wide range of products from Test and Measurement industry, serving key markets like Aerospace & Defence in Supply of High Voltage Power Supplies & RF & MW Components across India.

MASL had a exclusive international distributions in T & M Segment like M/s. Pacific Power Source - USA, M/s.Magna Power Electronics –USA, M/s. Sefelec – France, M/s. EDAK –Switzerland, M/s. Heinzinger Electronic-Germany,M/s. Ampex data Systems –USA.

In Microwave –W/G Components distributions are with M/s. ELVA-1 –Russia .M/s. Pasquali – Italy, M/s. Delair /Spx –Netherlands, M/s. ELCOM Technologies – USA, M/s. Mega-Phase –USA, M/s. Eastern OptX-USA, Etc.,

Roles and Responsibilities:

- Marketing and client Interactions: Responsible for Making Product/Service presentations and coordinating and managing client interactions/visits.
- Providing support to marketing & communications and business development teams to enhance the complete sales process by making sales collaterals/presentations.

**4) M/s. VIGVEN TECH MARK P.LTD – Hyderabad  
Oct '09 to April '14**

**Branch Manager – Sales & Mktg**

VIGVEN Tech Mark Pvt Ltd is a Bangalore based fast growing organization offers a wide range of products from Test and Measurement industry, and solutions addressing an array of applications and serving key markets like Aerospace & Defense, Semiconductor, Wireless, Electronics Manufacturing, and Education sector across India.

Company had a exclusive international distributions in INDIA like M/s. Good will Instruments Co.Ltd – Taiwan, M/s. Pickering Interfaces Ltd-UK, M/s. Geo Test Inc - USA, M/s.Ladybug Technologies – USA, M/s. Pico Scope –UK, M/s. Signal Hound –USA, M/s. Holtzworth instruments –USA, M/s. Spectrum instrumentation, M/s.3M-USA,M/s. Testo India P.Ltd- Germany/Pune ,, Etc.,,

Roles and Responsibilities:

- Marketing and client Interactions: Responsible for Making Product/Service presentations and coordinating and managing client interactions/visits.

**4) M/s. MEL SYSTEMS AND SERVCIES LTD (MELSS) – Hyderabad  
Feb '06 to Sep '09**

**Area Manager**

M/s. MELSS is Formerly known as Murugappa Electronics Limited – Chennai, is an associated company of 6500 Crore Murugappa Group comprising of reputed companies such as EID Parry India, TI Cycles, Cholamandalam Investments, Carborendum Universal, Etc.

MELSS had a exclusive international distributions with M/s. Qualmark , M/s. Shinken-Japan, M/s. Envirotronics, to supply environmental chambers equipments like HALT-HASS Chambers, Electrodynamic Vibration test systems & Environmental Chambers etc.,

For Process & production Applications: Representations with M/s.APS Gold –USA –For pick & Place Machines, Reflow Ovens SMD Stencil Printers, etc.. M/s.OKI (Metcal) International USA – Soldering & De-Soldering Stations including BGA's.

Optical & Laser Products: M/s. FISO, M/s.Thorlabs Inc –USA

Test Equipments: M/s. Chroma ATE, M/s. Cable Test, Etc supply test equipments like - Programmable Electronic AC /DC Loads, DMMs, DC /AC Power source, PCB-In-Circuit test systems ( Board /MELSS Wizard),

Finally Universal Device Programmers, Cable Harness Testers, Noise Ken Products, Gold Coated Spring Loaded Probes for testing of Test Jigs.

Fiber optic Test Equipments – Like Optical Time Domain Reflectometer (OTDR), Optical Spectrum Analyzers (OSA), Optical Power meter (OPM), Splicing Machines, Cable Root Tracer, Cable Markers, and Different Types of Patch Cords.

Roles and Responsibilities:

Marketing and client Interactions: Responsible for Making Product/Service presentations and coordinating and managing client interactions/visits.

- Participation in tenders; Preparation of Quotations to submit Proposals for Defence Products.

**6) M/s. Bryka Electro Systems & Software LLC - Dubai, U.A.E.  
Nov 2001 – Jan 2006**

**Sr.Sales Engineer**

Bryka Electro Systems & Software LLC is a fast growing organization involved in the business of Electronics Components like RF & MW components, CRM Packages.

Having Authorised Indian representation of M/s. Aero flex UPMC Microelectronic Systems Inc, M/s. Aero flex circuit Technology, M/s. Cougar Components, M/s. State of the Art Inc, M/s. Semi dice, M/s. Millimetre wave products inc, etc.,.

Roles and Responsibilities:

- Participation of Govt.tenders in and around of United Arab Emirates (U.A.E) like Etisalat & Other Pvt. Customers.
- Preparation of purchase orders, Placing of orders on Manufacturers in USA
- Involved in preparation of Documentation works related to Dubai customs (UAE) and customers.

**7) M/s. KAYTRONICS EXIM P. LTD - (KEPL) -Hyderabad  
(A Sister Concern company of M/s. MESA Microwave Corporation, AZ, USA)  
Dec' 96 – Sep 2001**

**Sr.Sales Engineer**

M/s. KAYTRONICS EXIM P. LTD involves in Distribution / Trading of RF & MW components.

Roles and Responsibilities:

- Authorised Indian Representation of various USA based companies like M/s. DATEL (DC-DC Converters) , M/s. CTT ( Low Noise Amplifiers ), M/s.ARRA Inc ( Wave Guide Components ) M/s. TACONIC, M/s. Rogers, M/s. Arlon (Bare PCB Laminates ) , M/s. PICONICS ( Chip Resistors ), M/s. Micro-Coax(Rigid, Semi-rigid, flexible cables) M/s. SV Microwave, M/s.Dowkey ( MW Switches ), M/s. Logimetrics , M/s. IFI Industries ( TWT Amplifiers ) ,M/s. Kemet etc.,
- Sales and Marketing of RF & Microwave components, bare PCB Laminates, Etc.,

**Personal Details:**

Date of Birth: 30<sup>th</sup>- April-1971

Passport No: R 0607571 Valid till 2027