



## Shiv Kaushik

Strategic Business Advisor

### Sector specialization:

Power and IT Products & Services

### Deal Experience:

Over 20 years of experience in many leadership roles with large IT companies like Oracle, Wipro, CMC Ltd and couple of startup organizations like Ferranti Computers Systems and Cyan Technology Ltd operating and building businesses in multiple geographies.

### Work Experience:

#### Current

Cyan Technologies – Country Manager

#### Previous

- Digicom Information Systems
- Ferranti Computers
- Oracle Corporation
- Wipro Limited
- CMC Limited

### Expertise :

- A strong track record of building and developing businesses from startup, creating teams, supporting the product development and doing the overall program management. Created and managed multi million business transactions.
- Ex-Country Head and Board member of UK LSE public listed company, Cyan Technology Ltd. Developed the Cyan team from one employee to 10 employee in India two years and got large deals for a start-up company like Cyan first time globally.
- Expertise developed for start-up technologies companies, proven track record of establishing companies like Ferranti, got 11 new deals in two years as a VP Sales
- Strong and proven software and solution sales background with domain understanding of Power utility vertical.
- Board executive and experience of reporting to the Chairman and Board of Directors for European Companies.
- C-Level contacts in the industry and customers base. Lead by examples. Firmly believe that the Information Technology is going to lead new innovations in Power Sector.