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SUNDAR RAMAMURTHY

PROFESSIONAL EXPERIENCE

- 12/2017 – present ***Chief Executive Officer Sola Paygo Limited & Invoc Pty Limited***
Papua New Guinea and Australia
- Built from the ground-up, sales & finance processes to ensure cost effective pre-paid solar home systems are distributed around PNG. Developed technical automation of payment processes to ensure timely and accurate income each month that allowed for growth.
 - Over 20,000 homes in PNG have installed Pay-to-own solar home systems around Papua New Guinea
- 10/2013 – 3/2017 ***Group Chief Executive Officer Vodafone-Bmobile Papua New Guinea & Solomon Islands***
- Completed the turnaround of the company from insolvency (2013:USD -10m to EBITDA positive (2016:USD1m)
 - Rebuilt from the ground-up, finance processes to ensure prudent cost measures, technical automation of manual processes to ensure timely and accurate income and expenditure each month that allowed for growth minimising leakage and fraud
 - Rebuilt sales and distribution models which increased revenues from USD20m (2013 FY) to USD44m (2016 FY)
 - Rebuilt the 3G footprint; 1x3G (2013) to 239x3G (2017) followed by technical restructuring to network support through complete monitoring and restoration of network elements 24x7.
 - Increased market share from 0.4% (2013) to 15% (2017) in PNG and from 22% to 48.5% in Solomon Islands
- 6/1993 – 1/2012 ***Data Nets Limited***
Founder & Managing Director
- Founded the operations of Data Nets Limited in Papua New Guinea. Largest ISP (Online South Pacific) and computer networking company in the Pacific Islands. Relevant links are www.online.net.pg and www.datanets.com.pg.
 - Conceptualised and built from scratch a successful ISP and networking company delivering 30+% operating profit margin in a highly competitive environment over the last 10 years. Last 5 years have generated 30% revenue growth year on year.
 - Marketing and selling at the highest levels of multinational companies (eg. Dutch Shell Company, Deloitte Touche Tohmatsu, Avis Rent a

Car), government, defense and universities.

- Successfully built management teams for various phases of growth to execute business strategies.
- Built a network of relationships with industry leading companies including Cisco Systems, Cabletron Systems (now Enterasys), Molex Premise Networks, Scientific Atlanta, Toshiba, Schnider Electric (APC).
- Put in place operational controls needed to deliver the highest levels of customer satisfaction and financial targets.
- Knowledge in setting up distribution networks and supplier agreements.
- Deep understanding of the telecom markets and what it takes to build a profitable business and long term partnerships with customers.
- Significant international experience in Asia, Australia, U.S. and Pacific Markets. Developed and gained considerable experience in dealing with diverse cultures, languages and markets.

PROFESSIONAL ACTIVITIES

Top 3 Finalist : Vodafone Global “ Best use of brand” category 2016 among 40 partner markets

Awarded Innovative Company of the Year (2016) – PNG Institute of Directors (Vodafone-Bmobile)

Awarded Innovative Company of the Year (2010) – PNG Institute of Directors (Data Nets Limited)

Awarded Logohu Medal (LM) by Government of Papua New Guinea.

Member of the Institute of Electrical and Electronic Engineers (IEEE)

EDUCATION

1988 - 1990 George Washington University Washington, DC, USA
M.Sc (Electrical Engineering – Communications)

1984-1987 University of Sydney Sydney, Australia
B.E. (Electrical Engineering)

BOARD ACTIVITIES

Currently serving as non-executive director on PNGFM Limited, Nasfund Savings and Loans Limited, Capital Insurance Group Limited in Papua New Guinea