



G. Shankaran Nair
President - Corporate Strategy

CAREER INFORMATION

2006 onwards	President – Corporate Strategy, Servion Global Solutions Limited
2003-2006	Senior Vice President, Servion Global Solutions Limited
1999-2002	Vice President, eShakti
1985-1999	Executive Director, Gum India Limited
1979-1985	Area Sales Manager, Tamil Nadu, Goodlass Nerolac Paints Limited

KEY INITIATIVES AND STRENGTHS

Shankaran Nair was the youngest Area Sales Manager (Tamil Nadu) in Goodlass Nerolac Paints Limited, where he was responsible for the third largest revenue-generating branch for the organization. He joined Gum India Limited in 1985 where he played an entrepreneurial role. This was a start-up company that achieved market leadership status very rapidly. Shankaran played multiple roles - headed sales and marketing for the organization and eventually functioned as Executive Director with responsibility for top and bottom line. He managed business and marketing under extremely turbulent conditions.

In 1999, Shankaran moved to eShakti. This is an online store, a start-up that services Non Resident Indians in the United States. He played a significant role in setting up the US operations for the organization. Shankaran played multiple roles again - supply chain management, managing alliances, setting up a distribution channel, and customer support. He also set up eShakti's customer support division, which gave the company the cutting edge to win over its competition. The group today includes India Plaza.com and Sulekha.com.

Shankaran Nair joined Servion Global Solutions in 2003. He has been instrumental in setting up the Business Development practice at Servion for the Asia Pacific region.

Shankaran Nair brings a unique blend of entrepreneurial capability and professional management training and skills. He has played a key role in the re-organization and restructuring of the approach to business planning at Servion. He holds a bachelor's degree in economics from Loyola College, Chennai and a master's in management (marketing) from the Indian Institute of Management (IIM), Bangalore, India.