

SANTOSH KESAVAN

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SUMMARY: Santosh has over eighteen years of progressive and wide-ranging experience in the ICT industry. He has worked in a variety of roles in product development, marketing communications, business development and public policy research. Santosh has a strong interest in applying his technical, business and policy knowledge to inter-disciplinary challenges in sustainable development and poverty alleviation.

EXPERIENCE

Tejas Networks, Bangalore

11/2007 – Present

(Telecommunications firm with blue-chip investors like Intel Capital and Goldman Sachs)

GROUP DIRECTOR –SALES AND MARKETING

- Lead product marketing function for the company's networking portfolio
- Assist senior management in preparing policy proposals, position papers, and presentations that articulate company stance to government/industry stakeholders on issues related to investment promotion, trade, IPR and domestic ecosystem development.

VT AEPCO, Gaithersburg, MD, USA

08/2005 – 11/2007

(A US subsidiary of the \$2Bn VT Group PLC selling ICT solutions to federal agencies and DOD)

PROGRAM MANAGER, INFORMATION ENGINEERING

- Principal investigator and project manager for two transit safety projects supported by FTA and NIJ-included program development, task scheduling, budgeting, research and evaluation, program review and status reporting to clients

Tejas Networks, Bangalore, India

11/2000 – 07/2003

STAFF R&D ENGINEER, ARCHITECTURE AND NETWORK DESIGN

- Served as a senior research engineer in architecting optical networks for telecom carriers

Philips Semiconductors, Bangalore, India

06/2000 – 11/2000

LEAD ENGINEER

Institute for Systems Studies and Analyses, Delhi, India

09/1991 –06/2000

SCIENTIST

- Involved in the development of a digital GIS package for use in cross-country trafficability studies, route analysis, terrain mapping and satellite image integration.

ACADEMIC AWARDS AND FELLOWSHIPS

- 2012. Giorgio Ruffolo Research Fellowship in Sustainability Science from Harvard Kennedy School, Cambridge, MA
- 2003-2005. Dean's Fellowship in the MBA Program at Smith School of Business, University of Maryland, College Park, MD
- 1992. Jagdish Chandra Bose prize for the best student scientist from Government of India

INNOVATION AWARDS

- 2012. Device Innovation award at YTL's Global Developer Challenge, Malaysia for designing and prototyping an energy-efficient LED streetlight with advanced video analytics (with Eddie Wu)
- 2011. National Finalist (Top 8) in Qualcomm's Qprize competition to identify breakthrough ideas in wireless communications for proximity-actuated transit news service in transport vehicles.
- 2010. Winner of the National Geographic Channel-Volkswagen's national innovation contest in the Environmental Edge category for "A PPP Model for Idling Pollution Control."

RESEARCH GRANTS

- 2007-2008. \$100,000 research grant from Federal Transit Administration (FTA) for "SharpRAIL: Evaluation of Mobile WiMAX and Intelligent Video for Enhanced Rail Transit Safety". Role: Principal Investigator and Project Manager.
- 2006-2007. \$190,000 research grant from National Institute of Justice (NIJ) for "SharpRIDE: Next-generation School Bus Surveillance and Tracking System". Role: PI/Project Director.

VOLUNTEERING

- 2014-Present. Working on various social sector initiatives in the area of universal access to clean water, education, livelihoods and social security. \$100,000 grant from USAID to implement and evaluate an innovative crowdfunding model to promote pension contributions by low-income workers.

EDUCATION

UNIVERSITY OF MARYLAND, SMITH SCHOOL OF BUSINESS, College Park, MD

Master of Business Administration 2003-2005

INDIAN INSTITUTE OF SCIENCE, Bangalore, India

Master of Engineering, Electrical Communication 1996-1998

INDIAN INSTITUTE OF TECHNOLOGY, Roorkee, India

Bachelor of Engineering, Electronics & Communication 1986-1990