

RANGA RAO PROFILE SUMMARY

Overall experience of 48 years: last 24 years in higher education, preceded by 24 years in various industry sectors.

HIGHER EDUCATION INDUSTRY EXPERIENCE

The ICFAI Group Hyderabad:

Made my first move into this sector in the year 2000 as the first ever General Manager of ICFAI reporting directly to the Founder Chairman, Sri N J Yasaswy and, successfully led higher education initiatives in the testing, assessment and reporting areas (the Magnus Institute), the ICFAI business school network, and the private university initiatives of ICFAI.

Highpoints: Established and operated the ICFAI Business School (IBS)/ICFAI University at Ranchi under very challenging conditions in a record period of 6 weeks from the date of go ahead. Earlier, transformed ICFAI's Magnus Institute project from drawing board to reality by creating a nation-wide network of 28 branches apart from the Corporate Office at Hyderabad within a record period of 6 months.

The Jain Group of Institutions (JGI) Bangalore (now Jain University):

Highpoints: Established the School of Graduate Studies, a pioneering facility for industry and employment positive graduate studies in various academic fields in a record time of 6 months. Established the Indian Institute of Financial Planning & Management (IIFPM) for offering internationally recognized professional education programs in India like the Certified Financial Planner (CFP) program in India.

MetLife Mentorship Program, Bangalore:

Founding Mentor, MetLife Executive Trainee Program, with complete ownership and responsibility for campus recruitment, training and development, performance and career progression of Business School MBAs on a countrywide basis for the Indian operation of MetLife International, the then largest financial services company in the U.S. Over 2 years, successfully inducted 161 MBAs from 57 Business Schools across the country. Was awarded the Outstanding Contribution Award by the Managing Director.

Indian School of Business (ISB), Hyderabad:

Played key leadership roles as Director Admissions & Financial Aid (I added Financial Aid on my own initiative) and later as Program Director at the Centre for Leadership, Innovation & Change (CLIC).

Highpoints: Rechristened ISB's flagship one year program called the Post Graduate Program (PGP) as the Post Graduate Program in Management (PGPM).

Under my leadership, international applicants increased by 75% in 2006-'07 over the previous year and by another 85% in 2007-'08. Women diversity moved up from 20% in

2006-'07 to 25% in 2007-'08. The GMAT average of the class also moved up from 707 for the class of 2008 to 714 for the class of 2009. Applications grew by 30% over the previous two years, the highest globally. Successfully implemented cost optimising and productivity enhancing initiatives that brought down the cost per applicant by 51% and the cost per admit by 40%. Under Financial Aid, scholarship endowments increased by 117%, including the first ever foreign funded scholarships for Spanish students.

Successfully organised the First International Conference titled 'Igniting the Genius Within' on behalf of CLIC between October 23-26, 2008 with over 200 participants and speakers from diverse geographies. This was then the largest conference ever held at ISB in terms of themes, tracks, speaker and audience diversity. Helped design and market the Global OD Summit Conference (GODS 2009) held in August 2009 at ISB followed by the International CLIC Conference in October 2009.

O P Jindal Global University/Jindal Global Business School, Sonapat:

Initially as Advisor and later as Executive Director, I played a pioneering role in conceptualising and implementing the design and development of the Jindal Global Business School as a multi-disciplinary business school.

Highpoints: I had successfully brought in a highly diverse and reputed International Board of Advisors from different geographies and domains including several at the Dean level. I had also constituted the Corporate Advisory Board and developed several international and national collaborative initiatives to help realise the vision of the school to be India's first global multi-disciplinary business school.

Shiv Nadar University/Foundation/HCL Corporation, Noida:

Initially as Director Higher Education, and later as Senior Advisor, I played a key leadership role in the founding project team that worked on the Vision Document for the Shiv Nadar University (SNU), which envisioned SNU to be research driven on an interdisciplinary platform, and conceived to pioneer transformational higher education initiatives in India.

Highpoints: Established global collaborative partnerships with top ranking global institutions in the business, executive and entrepreneurship education space. Responsible for the conceptual design, collaborations, advisory boards, program design and curriculum development, leadership and faculty recruitment, student recruitment, institutional brand building of the business school initiatives.

Multiple assignments at Mysore:

Executive Director, Student & International Affairs, MYRA School of Business, Global Leader, Learning & Development, Software Paradigms International (SPI).

Highpoints:

At MYRA, designed, implemented and mentored several institution building and branding initiatives across admissions, internships, placements, international collaborations, industry interaction and executive education.

At SPI, designed and implemented a globally enabled internal learning ecosystem titled 'SPI Univercity', consisting of a 3 year fresher orientation program 'Learn, Grow, Shine', a High Performer Mentoring Program called 'Headstart', and a Leadership Learning Accelerator Program called 'Leadstart'.

KL University, Vijayawada:

Highpoints: As Dean International Affairs & Institutional Imaging & Dean Faculty Affairs (this additional role was added by the university within weeks after my coming on board), triggered collaborative relationships with the Stanford University Center for Professional Development, the Asian Institute of Technology, Thailand and Grupo Antolin, Spain.

MULTI-SECTOR INDUSTRY EXPERIENCE

Health Care: First 6 years of my career in healthcare (the Narula Group, Delhi): marketing startup, founding employee. Marketed foreign principals' equipment and instruments within the country and overseas, including locally manufactured equipment and instruments. Helped set up a network of branches and team building.

Highpoints: Flew as the lone passenger in a Dakota aircraft full of surgical cotton and bandage rolls along with sweet pans (!) for a customer in Kabul, Afghanistan. Represented the company at the CBCI (Catholic Bishops Council of India) Medical Exhibition in Cochin just when the devastating 1977 cyclone struck. Have a picture at the stall with Sri A K Antony, the then Chief Minister of Kerala.

Recruitment Consulting: Next 2 years in consulting with ABC Consultants, Delhi: senior level recruitment and headhunting assignments for the Shriram Group, SRF Ltd, Ranbaxy, the Radico Khaitan Group, etc. India entry recruitment for Xerox via their JV Modi Xerox, etc.

Highpoints: Headhunting and bringing back 11 out of 18 senior employees that Shriram Pistons & Bearings, Ranchi had lost to other bearings companies in India. Recruiting a General Manager replacement for Modi Paints within 7 hours after the earlier incumbent quit suddenly.

Information Technology: 7 years with OMC Computers Ltd (Voltas Group, Hyderabad). OMC pioneered private sector entry into the then fledgling CAD/CAM sector and later expanded into the banking sector computerisation. I was their first HR Manager, then Commercial Group Head.

Highpoints: Saved several lacs of rupees by successfully contesting customs classification of computer monitors as 'output devices' at a higher rate of duty. Procured critical supplies of materials on credit based on my personal credibility to keep production lines going when the

company was collapsing so that employee salaries at least at the lower organisational levels could be paid.

Information Technology: 3 years as Vice President with Zenith Computers Ltd Goa, then India's largest PC manufacturer, driving their manufacturing operations at both Goa and Mumbai to meet the demanding schedules of the banking sector's computerisation program. Highpoints: Successfully overcame several production challenges due to excise, income tax and DRI raids that were unleashed on the organisation at the Goa plant, triggered by competitive jealousies as well as local anti-outsider unionism and strikes.

Office Automation & Electronic Imaging:

Successfully led Minolta's office automation business in India over 3 years, based out of Goa, as General Manager of a newly set up subsidiary company of Photophone Industries India Ltd, then known for their cinematographic equipment that were installed across most of the then single screen movie theatres in India.

Highpoints: helped build the organisation from one office, three personnel and no dealers to 16 field sales offices, 158 personnel and 30 dealers with an All-India reach. I was especially recognized by Minolta for the quality of services offered to our customers. During my tenure, Minolta moved up in market performance perception from a lowly no.7 to a high no.3 in the Office Automation market.

Commodities(Liquified Petroleum Gas-LPG):

Played key leadership roles at India's largest private sector company in the LPG sector, headquartered at Hyderabad.

Highpoints: led from the front over 3 years to help turn around the Company from a loss-making to a profitable one. Obtained No.1 rating for the Company from under mandatory rating regulations in a record time of only 17 working days.