



Celebrating 10 Glorious Years

International School of Management Excellence

Approved by AICTE, MHRD, GOI.

Interview Form

Personal Information

Name	Dr. Rajesh Varadarajan
Name as it appears in 10th certificate	Rajesh. V.
Father's Name	S. Varadarajan
Mother's Name	Saroja Varadarajan
Date of Birth	10-05-1965
Religion and Caste / category	Hindu / Brahmin
Mother Tongue	Tamil
State of domicile	Tamil Nadu
Marital Status	Married

Educational Qualifications - Starting from the highest qualification to graduation

Degree	Class obtained	Year of passing	Name of the University
Ph.D		2018	Madras University.
Master of Finance Management	First	1998	Central University, Pondicherry
B.Com.	Second	1987	Madras University.
MS (Intl)	First	2006	ICFAI University.

(Please fill in all the details and don't leave any cells blank. On being shortlisted / selected for appointment, you are required to produce original documents in support of the information provided by you above. In the unlikely case of not able to produce the original documents or the information is in variance with the above, the offer of employment shall stand withdrawn and void.)

All the information given above are true and correct to the best of my knowledge. I understand that if any information given above my me is found false, my employment stands withdrawn and null and void.


Signature of the Applicant

Dr. Rajesh Varadarajan
Academic/Academic Management

Mobile: 9092330001 email: rashmirlakshmi@gmail.com

12/20, Second Street, TNGO Colony, Nanganallur, Chennai 61

Academic / Academic Management

Senior Executive experienced in the strategic planning, development and management of multi-million dollar business operations with specific expertise in academic management, banking, financial services and insurance (BFSI) industry. Doctorate in Financial Management-Economics. Graduated in Master of Financial Management from the SOM, Central University of Pondicherry, keen to take up academic/management .

- Profit & Loss Management
- Strategic Alliance Building
- Academic Management
- Institutional Image/Branding
- Market Analysis/trend
- Contract negotiations
- Industry Interface
- Media Planning

Professional Experience

Four Pillars Edu-network Pvt Limited and MicroNsure Consultancy Private Ltd –

Non Executive Director

Founder Director of Educational Consulting start-up provides guidance on curriculum, apt infrastructure, teaching style, recommend resources and textbooks. Assessments, learning gap analysis students – suggest remedial.

Velammal Educational Trust Business Head

2016-

18

As Business Head and as a member of the Senior Leadership group, provided strategic leadership to one of the largest and popular education institution in Chennai to ensure that the Institutions strategic objectives are achieved. Consulting to develop the Institution's academic reputation, help provide an outstanding experience for students and ensure an inspiring environment for staff to progress their careers.

- Narrowing the Business School Curriculum in tune with industry requirements.
- Focus on primarily teaching the most practical and relevant part of specialised segment.
- Understand the specific set of skills needed for jobs with specific industry.
- Help all stakeholders get the pulse of current industry trends.
- Case studies on potential challenges as business leader and possible solutions to such challenges.
- Professional Networking.

Interface with Industry/Business key stakeholders to develop long lasting relationships.

Research Articles Published

1. Securing against Medi-claim Frauds – from the India Perspective...
2. Distribution challenges for standalone Health Insurance Companies in India
3. Agriculture for better Health : A study on GM crops from Indian angle
4. Agricultural sustainability & GMO's : Issues & Challenges
5. Public – Private Partnerships (PPPs) in Healthcare in India – Key Challenges
6. Corporate Bond Markets in India – Need for immediate change

ASK Investment Managers Private Limited, Associate Vice President

2011-12

- Management for all aspects of operations and relationship management, customer service and finance for entire country.
- Manage multiple distribution, responsible for developing niche market for the brand and products across the country
- Strong focus on providing business strategy, investment and operations advisory to channel and license partners.
- Led resolution of business and contractual disputes between company and distribution partners.
- Management of business development, customer retention, risk and compliance and regulatory reporting.
- Achieved compounded growth in revenues and operating contributions over 27% within the region.

Aditya Birla Financial Services Group, Regional Head/Assistant Vice President

2008-2011

- Profit centre head - Led all planning processes: Strategic, annual sales and operational planning, quarterly forecasting, and financial evaluation of new branches acquired as well as existing network of branches.
- Developed scalable support model to develop 20 additional branches in two years.
- Led cross functional project teams and external negotiations for new market start-ups and exiting market expansions with cumulative business value of over 10 million.
- Met business and service revenue and profit quotas while managing Profit and Loss.
- Provided service turnaround expertise on all customer queries with emphasis on regaining customer confidence.
- Winner of best Regional Head award for 2009 for turnaround performance.

Reliance Capital Company Limited, Senior Regional Manager, Asst Vice President

2003-2008

- Established new distributors, the Business Associates in line with franchisee model, where Associates work as front line sales executives are seen as key distributing partners, work only on variable pay. Cost effective distribution with no fixed pay to the front line sales team.

- Interface with channel partners and large clients to develop and maintain organisational strategies, operational efficiencies, and proposal for increasing functional efficiencies and improving profitability.
- As initial member strategic and business management team to support company's retail business, helped deliver compounded annual growth of in excess of 36% and 27% in revenues.

IDBI – Asset Management, Branch Head-TN & Kerala

2001-2003

- Regaining market share and assume leadership in asset management business by building corporate, retail, bank distribution network.
- Consulted corporate giants like United India Insurance, TNPL, Leyland, Fasteners, Lucas-TVS, and top banks like IOB, Indian Bank, Federal Bank, KVB, LVB, SIB, etc. to give customised treasury investment solutions .
- As part of product development team in 2002, oversaw all aspects of new product line introduction business valued at over 10 million including product management, new product introduction, pricing strategy, and advertising.
- Develop and implement market penetration strategies to new region with multi-line capabilities for both corporate and retail banking customers.

Preceding Assignments

Karvy Consultants Limited, Cat I merchant Bankers, Branch Manager

1998-2000

Shrinidhi & Company, Member of Madras Stock Exchange

1991-1998

Shriram Investments Limited, Branch Manager

1987-1991

Education

- Bachelor of Commerce – University of Madras
- Master of Financial Management – Pondicherry University
- MS- Risk Management & Insurance – Intermediate – ICAI University
- PhD in Financial Management-Economics -- Madras University

Personal Dossier

Age: 52 years

Nationality: Indian

Dr. Rajesh Varadangaiah

Zoom with Dr. Shampar.

From Chennai

(Eniporempudam)

Former Chemical Engr. - Capro. Unit.

+2 started work

IIT, Chennai - Post Grad Support

Mem: Madras Stock Exchange. 1991-1997

Bal Sheet, Accounts.

School: Chennai X - 1st class

XII - 50%

Bcom - 50%

MCom - 2nd in the Univ.

(Dist)

M.S. Rishi - 2 papers - Univ. Support.

1st class

(CFAI)



PhD: Madras Univ.

Taking classes for MPhil students

6 years:

Guide: Dr. Abdul Rahman.

8/04/23
1.00 pm.

Parent: Chem Engr

6 children:

Graying

Chennai

Vandae Alambal.

Family

Wife: CA.

Daughter: XI

↓
Genetics.

4 yrs 1987 } - Seminar
91 }
7 yrs 1991 }
98 }

Member of Stock Exchange.

seeking:

Teaching Assignment
Academic Mgt
Industry interface.

1998-2000
2 yrs

Kavya Consultants
Mentor Banker.

★
Raised 15-20 notes
from 3 investors
- Sal: 1.98 L.

2001-2003
2 yrs.

(DBI) - Asset Mgr. - FN
& K&K
Chennai

TEACHING
ACADEMICS
Salary expectations

2003-2004
1.5 yrs

RESEARCH Assoc. V.P. &
CA/PMZ Asst. V.P.
Mumbai
Kochi

4 → 98 branches

2008-11
3

Aditya Birla Group
M.P.

Finance
Industry Council
MBA - Industry
CRoom: Reality in
Education
Case Studies - Deb

2011-12
1 yr.

Asst. Investment Manager
Dot. Ind. ...
Assoc. Vice President

2012-18

Madras University
Ph.D.

Enough savings
Strategic diff
Gen. Mkt
BFSI
Portfolios

2016-18

Vellamuri. Edu. Inst
Business Head
Industry Oriented
2 year contract

Medical College 185
Technology Inst. 1
Bus. Mgr. 340
students

2019: Muro's Inc.
Consultancy P.O. Head

Automation platform
Fun Tech. Platform
E-mmer - Technology
Muro's Inc. 4

Four Pillars - Edu-network hdel.
promoters. Tie up with Fun Academy
Univ of Kerala

92%
Campus
PhD
8-9L
- Bheral Shu