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Top Skills

Management
Marketing Strategy
Supply Chain Management

Ramachandran Pattabiraman

Competing for Growth and Profitability
Chennai, Tamil Nadu, India

Summary

Ram is a business leader with a proven track record of nurturing top talent and delivering on consistent growth and profitability. He has successfully led organisations that manufacture precision parts for automotive and general engineering industries for almost a decade.

During his tenure as President and SBU head, he has consistently grown the business and created a strong customer-facing organisation. He also played a key role in successfully acquiring and integrating a European manufacturing firm to strengthen the global footprint of the parent company.

Till the end of 2018, he was the President of TIDC India (a part of the Murugappa Group of Companies). Graduating from the Indian Institute of Management, Ahmedabad, he started his career at Asian Paints as a management trainee in Sales. In 1989, he joined the cycles division of Tube Investments of India, after which he has held various leadership positions in marketing, operations and sales for Bicycles, Precision Steel Tubes, Tubular Components, Chains and Fine Blank Component divisions.

Experience

Tube Investments of India Limited

29 years 2 months

President - TIDC India

July 2011 - December 2018 (7 years 6 months)

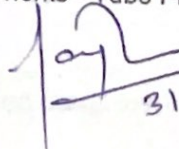
Chennai Area, India

Senior Vice President/Business Head - TIDC India

January 2009 - June 2011 (2 years 6 months)

Chennai Area, India

Head of Sales - Tubes and Tubular Components - Tube Products of India


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June 2007 - December 2008 (1 year 7 months)

Chennai Area, India

Head Of Business Operations - Tubes - Tube Products of India

June 2006 - May 2007 (1 year)

Chennai Area, India

Head of Sales - Domestic - Tube Products of India

June 2004 - June 2006 (2 years 1 month)

Chennai Area, India

Head Of Marketing - Exports - TIDC India

June 2001 - May 2004 (3 years)

Chennai Area, India

Head of Sales and Marketing - India - TIDC India

June 1999 - May 2001 (2 years)

Chennai Area, India

National Sales Manager - TI Cycles of India

June 1994 - May 1999 (5 years)

Chennai Area, India

Regional Sales Manager (South) - TI Cycles of India

November 1989 - May 1994 (4 years 7 months)

Chennai - Tamil Nadu, India

Asian Paints

6 years 6 months

Branch Manager

October 1988 - October 1989 (1 year 1 month)

Madurai Area, India

Branch Manager

January 1987 - September 1988 (1 year 9 months)

Vijayawada Area, India

Depot Executive - Goa Depot

January 1985 - December 1986 (2 years)

Margao, Goa

Branch Executive - Branch and Sales Administration

May 1983 - December 1984 (1 year 8 months)

Pune Area, India

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Education

Indian Institute of Management, Ahmedabad

PGDM - (1981 - 1983)

Madras Institute of Technology - Anna University

Bachelor of Technology - BTech, Aeronautical Engineering - (1978 - 1981)

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