

Profile: Prof. Suryanarayana Valluri

Suryanarayana Valluri (Suri) is an independent consultant with over 30 years of experience in the IT & Telecom Industries. He holds a B.E (ECE) degree from Osmania University and a Post Graduate Diploma in Business Management from XLRI with specialization in Marketing and Systems.

Teaching Experience : Suryanarayana (Suri) has been teaching as visiting & guest faculty in premier IIM's and Executive Programs and also at several Executive Training programs at leading corporates in India. Suri has facilitated several key programs on Sales, Marketing, Teamwork, Account Management and Customer Relationship Management over the past 20 months.

Over the past 30 months he has taken full courses on Business Relationships and Networks at IIM Ahmedabad and IIM Udaipur, key modules of Real Estate Management (IIM Indore, IIM RAK Dubai), Non Linearity in the IIT Industry (IIM Indore), few sessions in B2B Marketing Management (IIM Bangalore, IIM Ahmedabad and IIM Shillong). Suri has received excellent ratings for all his sessions at these programs.

Suri has also developed the Case Study on Wipro –Non Linearity along with Prof DVR Seshadri and David Ranjit William.

Consulting : In addition to his teaching assignments Suri consults with several large corporates, two start-ups one in the Emerging Electric Vehicle space which has recently secured venture funding and another start up in the ITO/BPO productivity space.

Work Experience : Over the past two decades he has worked with leading IT and Telecom organizations in India. His strength areas are

1) Strategy, Sales & Distribution, B2B Marketing & Product Management, Operations & Customer Service. Large Deal Management and Large Program Delivery.

2) Domain : IT and Telecom Industries with over 2 Decades of Experience overall, extensive experience in both Indian and Global Markets.

3) Next Generation Concepts such as Non Linear Models in IT, Mobility, Total Outsourcing, VAS in Telecom.

His articles have been published in Communications Today and have been interviewed by Telecom Forums such as TM forum globally.