

# **Lt. Colonel Manoj K. Channan (Retd)**

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## **Areas of Expertise**

Strategy Planning; Business Strategy; Security Audits; Strategy; Marketing Strategy; New Business Development; International Tie Ups; Government Liaison; Research; Team Building; Operational Excellence; Communication Training; Cross Functional Team Leadership; Talent Acquisition & Retention; and Administration & Coordination

## **Contractual Assignments**

- 1. Munjal Auto Industries Limited - Head Defense Business. To develop the Defense Business Vertical (June 1<sup>st</sup>, 2017 to Dec 20<sup>th</sup>, 2019)**
- 2. Max Aerospace and Aviation Private Limited - Head (North Region) Business Development and Customer Services (July 1<sup>st</sup>, 2014 to - May 31<sup>st</sup>, 2017)**
  - Interface with the Government for military and civil aviation and other niche technologies from technology partners like Raytheon and COBHAM.
  - Coordinate with aviation original equipment manufacturers including be the lead with Snecma (a SAFRAN group company).
  - Industry forums FICCI and CII.
  - Pursue the various programs of service HQs and coordinate the same with HAL / technology partner for delivery of MRO services.
  - Follow up with commercial airlines for MRO services.
  - Strategize with the leadership of the company for growth and delivery.

### **3. Vice President (Corporate Strategy & Planning) SREI Group (May 2009 - May 2013)**

- First Teaming Agreement with Raytheon.
- First Teaming Agreement with Selex Galileo for “Knowledge Transfer”, an initiative of the UK Government, Military Industry and Universities.
- Responsible for lead identification, proposal & presentations, techno-commercial negotiations and closing of orders.
- Identify key business issues and opportunities, lead the formulation and presentation of customised solutions and proposals in the fields of virtual simulation, sovereign knowledge transfer, smart / safe city solutions; for the SAARC region including Myanmar.
- Signed with Raytheon and Selex Galileo after due diligence and approval of business plans; cutting edge technology product/services to the Defence Services, Central Armed Police Forces and the State Police Forces.
- Presented cogently focused security and training solutions to important stakeholders (Political, Military and Police). Specifically led discussions with the Special Advisor Security Delhi State Government of Delhi, West Bengal, Tripura, Uttarakhand, Rajasthan, Meghalaya and Orissa on security solutions.
- Detailed presentation to the Ministry of Shipping for port and harbour security.
- Made detailed presentations to the Chief Secretary Maharashtra State Government and his team of State Secretaries on possible solutions post 26/11.
- Recommended certain regulatory changes as per the Merani Committee Report; Interacted with Central Government for recommending review of regulations w.r.t. Urban Development, Interact with the State Director(s) General Police to offer training capsules on basic and advanced level training).

- Developed advocacy for technologies and products of the company by participating and being the face of the company in National and Regional Industrial Forums.
- Carried out detailed security audit for provision of customized solutions to important government, commercial buildings and military establishments.
- Have a standing invitation to US Government High Assurance Cyber Military Systems (HACMS) as part of research in this domain to prevent hacking or loss of control of mobile air and ground systems.
- Developed advocacy for technologies and products of the company by participating and being the face of the company in National and Regional Industrial Forums.
- As part of the company's Human Resource selection team for the businesses that were signed and launched with companies from the US like Raytheon, Selex Galileo, The Armored Group and DOLL from West Germany.

#### **4. DLF Limited Senior Manager Business Development (2007-09)**

- Negotiated for tie ups with prestigious international and national schools to setup facilities in 32 DLF construction projects spanning all over India, without attenuating the DLF brand image.
- Engaged effectively with Reliance Power to explore ways to offset power shortage to Millennium City - Gurgaon by working out a strategy for a win - win situation.
- Derive sustainable business blueprints interfacing with Project Teams in various zones, in conformance with legal and financial norms.
- Bridging gaps between the corporate and the client through persuasive and effective communication thereby guaranteeing a positive and smooth work environment.

- Developed MoU's with providers of communication services like fixed line telephony, broad band internet and Wi- Fi , e -home and security solutions and building management systems for obtaining the most lucrative plans in the market for residents of DLF developments.
- Single point of contact between DLF homes and DLF hotel holdings Ltd, for synchronizing with internationally acclaimed clubs for recreation purposes in upcoming DLF residential projects.
- Shortlisted a charter of LPG companies and petrol pumps to set up gas stations with additional facilities like convenience stores, car washes and basic repair and maintenance.
- Explored possible synergies with other corporate and developed a business model for power generation and distribution.

## **5. Defense Experience (August 1983 - April 2007)**

Served in the Indian Army as a commissioned officer (Armoured Corps; 65 Armoured Regiment) from August 1983 to April 2007. Took premature retirement as a Lieutenant Colonel. In addition to having served in operational areas of Sri Lanka, Nagaland and Manipur, Jammu and Kashmir, including the design and launch of a counter insurgency school at Bhaderwah District Doda, have extensive experience as a Staff Officer and held the following appointments:-

- GSO 1 Joint Training and Policy - responsible to write training instructions for Chief of Army Staff and GOC-in-C Army Training Command. Organize and conduct Training Advisory Group conference with all heads of Arms and Services, Annual Training Conference with heads of all Training Institutions of Indian Army, formalize Annual Foreign Travel Plan of Indian Army to friendly foreign countries. Coordinate Joint Training with Indian Air Force, Indian Navy and armies of friendly foreign countries.

- Second in Command Armoured Regiment - OP PARAKARAM. Have participated in all three strike corps exercises as well as part of an independent armoured brigade in Jammu; well versed with both offensive and defensive operations in developed, semi developed and desert terrain operations.
- GSO-2 Military Intelligence (MI 25); Dealt with intelligence acquisition and intelligence operations under aegis of Director General Military Intelligence and Chief of Army Staff, Army HQ.
- Brigade Major; Ukhrul, Manipur - responsible to plan and coordinate counter insurgency operations in given area of responsibility. Provide aid to civil authorities as on required basis.
- Staff Captain Q Ambala - responsible to plan the logistic support to fighting echelons. Responsible for complete logistic support of 15,000 troops during war and peace.

## **6. Professional Qualifications**

- M.Sc- Defense and Strategic Studies, Madras University
- Combat Team Commander's course
- Junior Command Course (All Arms) Mhow
- Auto Instructors Course Armoured Corps Center and School Ahmed Nagar
- B.Com, Delhi University

## **7. Certifications**

- Post Graduate Diploma in Executive Management, MDI Gurgaon
- Management development Programme
- MDP in Human Resource Planning, CDM Secunderabad
- MDP in Reinvestment in Human Resources, IIM Lucknow
- MDP in Financial Management, NAAA, Shimla

## Character Traits

A selfless, hardworking and optimistic former army officer with proven abilities in strategic planning, managing projects and improving efficiency of operations when implementing business plans.

An innate ability to quickly grasp complex concepts and analyze and interpret ideas into logical strategy to suit the local environment.

Adept at (a) identifying areas of strength and weaknesses in a system and bringing about a change, (b) implementing company policy in operations and (c) optimize productivity.

A team worker with the inherent ability to solicit the best from my collaborators.

Date of Birth: August 2<sup>nd</sup>, 1960.