

SURESH BALSUBRAMANI

Experiences in Industry, Consulting and Teaching

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📍 Bangalore

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EXPERIENCE

Senior Principal (Life Sciences)

Vistrion

📅 2013-Ongoing

📍 Bangalore, India

- Spearheading the adoption of IoT technologies in Biopharmaceutical manufacturing to bring in traceability and achieve compliance, quality and productivity goals.
- Extolling the virtues of real-time data monitoring, analytics, falling costs of sensors, storage and computing to produce cost-efficiently.

Adjunct faculty of International Business and Strategy

Indian Institute of Management, NMIMS Management School

📅 2013-Ongoing

📍 Bangalore, India

Senior Principal (Life Sciences)

Mu-Sigma Decision Sciences and Analytics

📅 October 2010 to July 2012

📍 Bangalore, India

- Provided analytics and decision support to large biotech brands.
- Proposed and executed over 10 interdisciplinary projects in 1 year.

President (Operations)

Medreich Pharmaceuticals

📅 March 2009 to April 2010

📍 Bangalore, India

- Built a Quality Assurance Organization improving Quality Control in 6 plants producing 8 billion solid dosage pharmaceutical products.
- Executed 12 technology transfer products planning for 50 more.

Chief Marketing Officer

Generic pharmaceuticals and fine chemicals

📅 June 2006 to December 2008

📍 Pune, India

- Combined services with products to maintain pricing premium and sustain margins in a hugely commoditized product offering.

Group Vice President (Asia- Pacific)

BASF

📅 2001- 2004

📍 Singapore

- Led this \$350 million that had 800 people and 7 factories.
- Restructured the Australian, Malaysian and Philippines business and closed down manufacturing in Japan and Taiwan.
- Planned 40 product launches in 3 years to achieve 17% earnings growth. Integrated key acquired products and people into the organisation.

Director of Product Management & Marketing

Wyeth

📅 March 1993- August 2000

📍 Wayne, NJ, USA

LIFE PHILOSOPHY

"As you sow, so shall you reap"

MOST PROUD OF



Change

Successfully transitioned from industry to consulting and teaching. Worked alongside millennials after senior leadership roles in industry.



Diversity of experiences

8 relocations, 20 assignments, 50 countries, 5 businesses covering multi-nationals to startups, high and low growth businesses and turnarounds



Service

Helping high school students plan careers, getting millennial colleagues to play violin in a hospice, teaching math to six-year-old children.

STRENGTHS

Energy and Enthusiasm

Focus on people and profits

Client focus and engagement

EDUCATION

International Strategy Program

Columbia University



MBA in Finance and Marketing

Southern Illinois University



B.Tech in Chemical Engineering

Indian Institute of Technology



- Managed a \$400 million portfolio of brands, optimizing the portfolio to address future needs, entering into collaborations, undertaking a capex of \$28 million thereby growing margins by 400 basis points.
 - Launched the world's first effervescent insecticide in France & UK
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PUBLICATIONS

Books

- Conway, Damian (2000). *Object Oriented Perl: A comprehensive guide to concepts and programming techniques*. Connecticut, USA: Manning Publications Co.

Journal Articles

- Codish, M., K. Marriott, and C.K. Taboch (2000). "Improving program analyses by structure untupling". In: *Journal of Logic Programming* 43 (3), pp. 251–263.
- Meyer, Bernd (2000). "A constraint-based framework for diagrammatic reasoning". In: *Applied Artificial Intelligence* 14 (4), pp. 327–344.

Conference Proceedings

- Zou, Will Y et al. (2013). "Bilingual Word Embeddings for Phrase-Based Machine Translation." In: *EMNLP*, pp. 1393–1398.
- Hu, J. et al. (2000). "Fast and robust equalization: A case study". In: *Proceedings of the World Multiconference on Systemics, Cybernetics and Informatics, (SCI 2000), Florida, USA, 23-26 July 2000*. FL, USA: International Institute of Informatics and Systemics, pp. 398–403.

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