

Contact

hn13@yahoo.com

www.linkedin.com/in/hnatarajan
(LinkedIn)

matrixthinking.us2.list-manage1.com/track/click (Other)

Top Skills

Strategic Partnerships

Contract Negotiation

Sales

Languages

English, Tamil, Hindi, Kannada

Patents

DUPLICATING NETWORK
TRAFFIC THROUGH
TRANSPARENT VLAN FLOODING

Hari Natarajan

Co-Founder and CEO at TeeTime Ventures
Bengaluru Area, India

Summary

Entrepreneur, start-up mentor with a passion for technology and sports. Working now towards making the sporting experience accessible anytime, anywhere.

Global sales and business development leader turned Entrepreneur with 20+ years of experience in the Telecommunications and Networking Industry with a proven track record in sales, business development and engineering. Experienced in building business across diverse cultures and geographies including India, North America, APAC, Japan and Africa; having lived and worked in US and India.

Specialties: Startup, Sales Management, Alliances/Partnerships/ Channels/OEMs, New Territory Developments, Contract Negotiations, C-Level relationship building

Experience

TeeTime Ventures

Co-Founder and CEO

October 2014 - Present (5 years 7 months)

Bangalore

TeeTime Ventures (TTV) brings the world of golfing within your reach.

We work with real estate developers, luxury hospitality properties, educational institutions and private individuals to build customized indoor golfing infrastructure.

We also work with partners (golf courses, equipment manufacturers and coaches) to enhance the golfing ecosystem and make golfing accessible at convenient locations.

Tejas Networks

Director, International Sales and Business Development

September 2008 - September 2014 (6 years 1 month)

Responsible for global OEMs and strategic alliances business

* Managed International business in North America, Africa and Asia through global OEMs and Strategic Channels

* Developed and managed relationship with a Tier 1 Telecom equipment manufacturer for the North America market

Foundry Networks

7 years 9 months

Country Head/Service Provider Business - India

June 2007 - August 2008 (1 year 3 months)

- Launched the Service Provider and Application Switching business in India
- Responsible for managing the strategic partnership business in the APAC region

Service Provider Sales, Washington DC region

December 2000 - June 2007 (6 years 7 months)

- Managed key service provider accounts.
- Responsible for breaking into top GTLD/Security Services provider and a nationwide MSO.
- Subject matter expert in application switching, MPLS and routing.
- Worked closely with product management to develop and introduce key features in the product one of which has been patented (<http://www.google.com/patents/US8615008>) which has since led to multi million dollar revenue.

Lucent Technologies

6 years

Senior Consultant

1999 - 2000 (1 year)

- Consulted on conceptualizing and planning new revenue products, new technology selection/introduction and cost benefit analysis
- Led the design and deployment of a large hosting center for a nationwide CLEC
- Worked on designing and deploying a nationwide IP-based infrastructure for data services on a mobile network (one of the earliest deployment of mobile IP)

Member Tech Staff

1994 - 1999 (5 years)

- Full lifecycle development and maintenance of embedded software for IP, ATM/Frame Relay High Speed Switch
- Initial member of the product design and development team for a core router, responsible for multicast software development

Education

Clemson University

MS, Electrical Engineering · (1992 - 1994)

Bangalore University

Bachelor of Engineering (B.E.), Electronics Engineering · (1987 - 1991)