

Dayal Singh Duggal

CONTACT INFO

Phone: +91 9810066286

Address: C-78A gangotri Enclave Pocket E
New Delhi-110019

Website: <http://www.dsptechnologie.com>

Email: dsduggal@gmail.com

- Ø Proven Track Record of continuously meeting or exceeding agreed Business Development and Sales Objectives.
- Ø At ease with selling technical/technological solutions of both standard and custom designs.
- Ø Setting up of Sales networks and exercising effective Control.
- Ø Sales Prospecting and Forecasting.
- Ø Tender management & Effective Negotiations for Conditions of Sales.
- Ø Big Deals & Contract management.
- Ø Communication & Sales skills.
- Ø Self reliant.
- Ø Team Player

Markets/Products handled

v Military : Ground based & Airborne radars, EW, Missiles, UAV, ASWACS

v Space : Commercial & Civil Satellites

v Medical : Radiology Conventional & Digital

v Broadcast : Radio - SW & MW

v Industrial : RF heating Induction & dielectric

v Science : Plasma heating for nuclear fusion, Particles accelerators

q Electron Tubes, MPM, Transmitters, TWTA's, XRII Tubes, Flat Panel Detectors, CCD's

q Test & Measuring Instruments (Agilent)

q Computers (Hewlett-Packard)

q Sat Com equipment (Scientific Atlanta)

q Electron Tubes (Thales & CPI)

EXPERIENCE

DSP Technologies New Delhi India

JAN 2009 TO CURRENT

Founder Director

Co-Founder and Director at DSP Technologies, a company providing professional sales & marketing consulting support to the defense and aerospace industry involved in the field of specialized electronic components and sub-systems. Our current partners are: e2v UK, USA & France, X-Cam U.K. and UMS (A Thales Group Company) France. The products are sold mainly to customers in Defence & Space markets. Apart from direct sales to the Military & Space customers, we do manage a sales network of four companies for Industrial, scientific security, fire-fighting and medical markets.

Thales India

NOV 1983 TO DEC 2008

Country Director (Indian Sub-Continent)

Budget:..... 2008: 15.6 M€. Started with less than 1 M Euro in 1988.

Area of responsibility:.. India, Sri Lanka, Bangladesh, Nepal & Bhutan

Had started the Components activities of Thales (formerly Thomson-CSF) in 1983.

- ü Have successfully qualified Thales products on major local development Military programs, LCA, ALH, Ellora, and Samukta, Akaash and other Missiles, UAV, AWACS. Won orders for over 4 M € per year for this Market Segment. Have developed excellent contacts at all levels with MOD, three services, DRDO & Industry (both private & Public Sector)
- ü Successful execution of over 20 contracts for Space qualified products (CCD, MMIC's, Crystal Oscillators/Filters, QPSK MODEM, LTWTA's) during the last 20 years. Have succeeded in maintaining a 100% market-share for more than 15 years against strong US competition. The products are present on INSAT & GSat series of Commercial Satellites and Oceansat, Resourcesat & Cartosat series of satellites for Earth Observation. **Successfully won the biggest over 10 M€ contract for the new Navigation program (IRNSS) and a 4.7 M € contract for CCD's in 2008.** Discussions are on for the future Satellites for Military applications (X-band payload) and new series for Telecom applications.
- ü Have developed & maintained excellent contacts at all levels in various units of

ISRO and Defence customers.

- ü Successfully signed and executed Technology Transfer agreements for licensed production of Thales Products in India that helped eliminate competition in important Defense programs.
- ü Have maintained over 60% market share for Thales Medical products for over 10 years despite strong Japanese Competition.
- ü Qualified our products on major scientific programs and discussions are on for ITER.
- ü Have created and managed the sales network effectively.
- ü Training & Continuous Education for Self & colleagues.
- ü Active Participation in Strategic Business Planning.

EDUCATION

IIT Powai Mumbai

JUL, 1967 TO SEP 1969

M.Tech

**Government Engineering College
Jabalpur**

JUL 1965 TO JUN 1967

Masters in Applied Physics (Electronics)