

NAVIN KUMAR



Singaporean

Single

Available 1 month from offer

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EXECUTIVE SUMMARY

A corporate executive with more than 15 years of experience that includes; Government, SME and MNC environment. Passionate about Technology, Sustainability and Entrepreneurship. Experienced public speaker, addressed large crowds across Asia Pacific.

Avid backpacker, couch surfer. Have travelled to places with a shoestring budget and lived to tell the tale! Sports enthusiast; playing badminton on amateur competitive level. Took part in international tournaments in China, Taiwan, Thailand and Malaysia. Bona fide TV & movie fan; with a great appreciation for 80's sitcom and stand-up comedies by legends like Richard Pryor, George Carlin and The Monty Python troupe.

CORE COMPETENCIES

Program management expertise; managed the Entrepreneur Program for Autodesk. Enrolled more than 200 start-ups in social, environmental and medical domains over 5 years across Asia Pacific. Strategized market development plans by collaborating with strategic organizations such as government institutions, educational organizations, private firm (venture capitalists, fund managers), incubators and accelerators across Asia Pacific region. Created success stories with enrolled start-ups that created solutions to address epic challenges such as climate change, water scarcity, healthcare, energy and others. Notably, a start-up called Floatility, a start-up working to create unique solutions to address the "last mile problem". The story was showcased on BBC in part due to the engagement via the Entrepreneur program.

Managed the government-led iLIUP (InfoComm Local Industry Upgrading Program) for Infocomm Development Authority of Singapore (IDA). Sourced and enrolled more than 20 SMEs that are in the manufacturing and architectural sector. Equipped these SME's with Autodesk technology by giving access Autodesk development platform. Mentored these SMEs to create third party solutions for sell through to end clients. One of the highlight was Project Helios; the creation of a third party application for the calculation of façade thermal resistance that was recognized by BCA (Building Construction Authority of Singapore).

Project management experience; managed pre and post implementation of Hospital Information Systems to hospitals in Malaysia and Singapore. Managed the Helpdesk for clients such as SJMC in KL and CGH and SACH in Singapore. Also involved in pre-sales and new implementation for clients such as NMSC, SunMed, SMC and KJMC in Malaysia. One key project was the Paperless A&E system for CGH which was a first paperless system that reduced dependency on physical forms and increased the time on patient care.

Public speaker, having engaged crowds up to 500 people including government officials across Asia Pacific on multiple events from topics ranging from Sustainability, Design, Innovation, Entrepreneurship, Manufacturing trends, Corporate Foundation and CSR. The result has been the increased awareness about the Autodesk program, the need for design centric thinking to address some of the sustainability issues across the world with the emphasis on innovation and supporting start-ups and entrepreneurs. One highlight was delivering the key note address with the Minister for the Environment & Water Resources Singapore in attendance during Sustainability Awards 2015.

WORK EXPERIENCE

AUTODESK ASIA PTE LTD
ENTREPRENEUR IMPACT PROGRAM MANAGER, APAC
May 2011 to July 2016

Managed the Autodesk Entrepreneur Impact Partner Program, a program under the Sustainability division of Autodesk by collaborating with incubators, government agencies and organizations to enroll, equip and nurture environmental and social hardware start-ups across APAC.

Program Management
Strategic Accounts
Public Speaking
Market Development
Sustainability

RESPONSIBILITIES

1. Source and enroll hardware based start-ups in environmental, clean technology, social, medical and/or any solutions that has a positive impact on the world.
2. Identify what Autodesk technology is needed for the enrolled start-ups, focusing on what stage of development they are in (conceptual, prototype, go to market etc.)
3. Equip the enrolled start-ups with the right Autodesk technology and mentor in terms of usage.
4. Organize technical training sessions on selected high touch enrolled start-ups on technology adoption.
5. Increase adoption of cloud based Autodesk technology to the enrolled start-ups.
6. Source and formalize strategic partnership with organizations that will leverage the Autodesk program offering and assist in funneling potential start-ups into the program.
7. Create a project path plan to accelerate enrolled start-ups adoption of Autodesk technology.
8. Collaborate with regional Marketing and PR team to create technology adoption success story and leverage the stories for sales and marketing collateral.
9. Identify thought leaders from enrolled start-ups as Autodesk key adoption customers to speak at events.
10. Work with Autodesk Foundation team in US to identify suitable non-profit hardware start-ups in APAC that can be supported by the foundation team.
11. Represent Autodesk and speak at events across APAC on Sustainability, Manufacturing trends, IoT, Foundation work, Entrepreneur Program and related topics to increase awareness on Autodesk.
12. Champion Sustainability team messaging internally by creating awareness on efforts to adopt measures and projects.

ACHIEVEMENTS

1. Over 200 new hardware based start-ups enrolled into the program over 5 years increasing license count for early stage customers by 45%.
2. Increased new customer pipeline to regional sales team via the program by 20% (the enrolled start-ups upon completion of enrollment)
3. Sourced a training partner in Australia and organized 2 webinar sessions per year for technical introduction to Autodesk design products.
4. Organized 2 hands-on technical training sessions in Australia and Singapore per year, for high touch customers, increasing adoption usage by 50%.
5. Increased adoption of new cloud based Autodesk technology such as Autodesk Fusion 360 by 60% by equipping and training new enrolled start-ups.
6. Formed strategic collaborative relationships with incubators, accelerators, VC's, private and public organizations that support hardware based entrepreneurs by becoming Technology Partner. Some of the selected organizations that relationships were formed with include: -

Singapore

- [Action Community for Entrepreneurship](#)
- [Singapore International Foundation](#)
- [DBS Foundation](#)
- [Tech for Good Singapore](#)
- [Singapore Business Federation](#)
- [SIMTech](#)
- [Sustainable Energy Association Singapore](#)

Australia

- [ATP Innovations](#)
- [AngelCube](#)
- [Melbourne Accelerator Program](#)
- [MuruD](#)
- [NVI Flinders](#)
- [York Butter Factory](#)
- [Australia Clean Energy Council](#)

India

- [The Startup Center](#)
- [Intellicap](#)
- [Unltd India](#)
- [Zone Startups](#)
- [Villgro](#)

Worldwide

- [TapRoot Foundation](#)
- [BMW Foundation](#)
- [Asian Venture Philanthropic Network](#)

7. Collaborated with Marketing and PR team to publish inspirational success stories on the adoption of Autodesk technology by the enrolled start-ups. Selected success stories include: -

Singapore

- [Green Building Group](#)
- [Floatility](#)

Australia & NZ

- [Bombora Wave Power](#)
- [CINTEP](#)
- [Nexus eWater](#)
- [LooOP Creative](#)

8. Championed and organized volunteer activities as representative of Autodesk Foundation. A highlight was the food packing event with Stop Hunger Now to help victims of the Nepal earthquake. The event was participated by more than 400 Autodesk employees: -

- [Autodesk Singapore Volunteers with Stop Hunger Now](#)

9. Spoke at events on Autodesk initiatives. Selected highlights: -

- [AVPN Conference 2016](#)
- [Australian Clean Energy Summit 2015](#)
- [InnovFest UnBound 2016](#)
- [Australia All-Energy Conference 2015](#)
- [Sankalp Global Summit 2016](#)
- [Sustainability Awards 2015](#)

10. One of the judges for ASME iSHOW in Bangalore 2016, a global competition for hardware based ventures.

- [ASME iSHOW Bangalore 2016](#)

WORK EXPERIENCE

INFOCOMM AUTHORITY OF SINGAPORE (IDA)

ILIUP MANAGER

May 2007 to April 2011

Managed the Infocomm Local Industry Upgrading Program (iLIUP) by IDA. The program aims to foster partnerships between local info-communications companies and MNCs to enhance local info-communications capabilities to compete in the international market, and translating this to growth into increased market share and increased revenue for MNC partners. Assigned to Autodesk to source and enroll SME's to leverage on Autodesk developer technology.

Program Management
Project Management
Sales
Developer Relations
SME
Government

RESPONSIBILITIES

1. Source and enroll local SME's working on Autodesk technology.
2. Make SMEs successful by building applications on Autodesk technology by leveraging on Autodesk Developer Network (ADN) by building applications on Autodesk developer products, APIs and SDKs.
3. Represent Autodesk key products (AutoCAD, Revit, Inventor, Map3D) as well as other developer products relevant to the addressable market.
4. Co-ordinate and execute outreach and support programs such as Autodesk Developer Days conferences and training classes on Autodesk development platforms.
5. Speak at Autodesk events, third-party events and engage actively with governments, universities and business to attain visibility on the program.
6. Manager relationships with developer communities, developer groups and other avenues to promote Autodesk technology.
7. Advocate for developers internally, influence Autodesk developer product strategy by working with Sales, Business Development, PR, Marketing and other cross-functional teams.
8. Collaborate with regional Marketing and PR team to create technology adoption success story and leverage the stories for sales and marketing collateral.
9. Identify thought leaders from SMEs as Autodesk key adoption customers to speak at events.

ACHIEVEMENTS

1. Enrolled more than 20 SMEs over 4 years increasing Autodesk Developer Network adoption in Singapore by 80%.
2. Trained more than 50 developers on APIs for key Autodesk products such as Autodesk Revit, AutoCAD and Autodesk Map3D and AutoCAD increasing trained third party developers by 40%.
3. Co-ordinated and executed local Autodesk Developer Days conferences in 2008, 2009 and 2010, increasing awareness on Autodesk Developer Network and IDA's initiatives to foster partnerships with local SMEs.
4. Spoke to Autodesk Manufacturing Conference 2008, 2009 and 2010 and increased visibility and enrollment into the program by 35%.

5. Engaged and created new relationships with external organizations to create awareness and increase adoption of Autodesk technology. Some of the organizations were: -
 - a. National University of Singapore (Department of Engineering & Architecture, Entrepreneurship Centre)
 - b. National Technical University (School of Art, Design and Media)
 - c. Aziaone Capital
 - d. Surbana
6. Co-ordinated and executed bi-monthly developer gatherings for Autodesk Revit User Group, highlighting aspects of Autodesk Revit capabilities, development opportunities and technical workshops.
7. Advocated the value of developer network to internal Sales and Business Development teams, working hand in hand to source potential customers for implementation of projects. The results were successful projects that increased adoption and revenue by \$1.1 million over 4 years.
8. Collaborated with internal PR and Marketing and created success stories which were used as marketing tools to elevate the visibility of Autodesk Developer Network and the collaboration between Autodesk and IDA. Selected highlights are: -
 - a. [Amazing Worlds](#)
 - b. [Project Helios](#)
9. Identified and mentored thought leaders and spokesperson from enrolled SMEs to speak at Autodesk Manufacturing Conference 2008, 2009 and 2010, increasing awareness of the program.

WORK EXPERIENCE

EUTECH CYBERNETICS (S) PTE LTD
PROJECT MANAGER, HEALTHCARE
Feb 2001 to April 2007

Managed Helpdesk post implementation of Hospital Information Systems in SJMC (KL), CGH, NUH, KKH and SACH (Singapore). Pre-sales and implementation of projects in NMSC (Kuching), SUNMED (KL), SMC (KL) and KJMC (KL).

Project Management
Helpdesk
Pre-Sales
Support & Training
Documentation
Testing

RESPONSIBILITIES

1. Manage Helpdesk for Subang Jaya Medical Center (SJMC) in KL, post implementation of Copernicus Hospital Information System. (HIS includes Registration, Billing, Inpatient, Outpatient, Pharmacy and Inventory modules)
2. Document all reported problems and issues as reported by the users.
3. Conduct preliminary checks on all reported issue to ensure issue can be replicated and document the procedures on how issue arises.
4. Track and allocate issues to designated developers depending on modules within the system.
5. Lead completion of new project implementation of HIS in Normah Medical Center (NMSC) in Kuching, Sarawak.
6. Manage Helpdesk for Changi General Hospital (A&E, Outpatient, Pharmacy and Inventory modular systems).
7. Manage Helpdesk for St Andrew Community Hospital (Copernicus HIS).
8. Manage Change Requests and Job Requests from CGH and SACH; track, identify development effort, and create quotation.

9. Identify and assign developer for Change Request and Job Requests once approved and track the progress.
10. Compile and integrate changes by developer to source program. Create test cases, perform tests and document results of tests.
11. Manage all documentation; User Guides, Functional Specifications etc.
12. Pre-sales for new customers.
13. Represent Eutech at conferences and events.
14. Project management duties for new implementation projects.

ACHIEVEMENTS

SJMC (Subang Jaya Medical Centre) Subang Jaya, Malaysia

1. Managed the Helpdesk for the HIS system (Registration, Billing, Inpatient, Outpatient, Pharmacy and Inventory modules) receiving and tracking issues on a daily basis.
2. Created a HIS Feedback Systems using Microsoft Visual Basic to record, maintain and track issues reported by users with the capability of running reports to extract overview and details on the issues reported.
3. Lead tester for all new releases, patches and fixes. Create and maintained a tracking system for releases, including release notes and all other relevant documentations.
4. Co-ordinated live testing for new releases by hand picking 1-2 test users for each module; releasing new version only to those users and tracking the changes made.
5. Maintained and updated Manuals, User Guides, System Requirement Specification documents depending on new changes made to the system.
6. Maintained and created reports within the system using Crystal Reports.

NMSC (Normah Medical Specialist Centre) Kuching, Malaysia

1. Project Manager for completion of new implementation of Copernicus HIS (Registration, Outpatient, Inpatient, Billing, Pharmacy and Inventory modules).
2. Collated, tracked and documented all remaining issues and changes.
3. Assigned tasks to development team (based in KL and India) with weightage, targeted completion date and priority of issues to be completed.
4. Documented all specification changes and updated manuals.
5. Received updated source codes, integrated into main systems.
6. Performed testing of new changes via test scripts, documenting results, raising further task orders if changes were not sufficiently done.
7. Managed release of new version, tracking updates and changes.
8. Completed implementation within 8 months, received final completion sign-off and moved development team back to KL for offsite support.

CGH (Changi General Hospital) Singapore

1. Managed Helpdesk for SOCIS (Specialist Outpatient Clinical Information System), Pharmacy, Inventory and A&E system, receiving and tracking issues on a daily basis.
2. Lead tester for all new releases, patches and fixes. Create and maintained a tracking system for releases, including release notes and all other relevant documentations.
3. Maintained and updated Manuals, User Guides, System Requirement Specification documents depending on new changes made to the system.
4. Received Change Requests from users, performed initial study to understand requested changes, documented these changes as System Requirement Specification document.
5. Assigned change requests to development team, gathering information on development duration and cost.
6. Created Change Request Quotation documentation and got approval for relevant Heads of Department for the changes.
7. Received new changes, performed tests by creating test cases and results documentation.
8. Updated Functional Specification documentations and User Manuals with new changes that are integrated to the system.
9. Created training materials and trained users on new system changes.
10. Project Manager for the following new module implementations: -
 - a. Paperless A&E system
 - b. Drug Tracking (extension of Pharmacy module)
 - c. eMR
 - d. SAP and Oracle Financial Interface
11. Worked with Eutech Healthcare Director to secure maintenance contract worth \$1million on a yearly basis.

KKH (KK Women's and Children's Hospital) Singapore

1. Managed Helpdesk for A&E system, receiving and tracking issues on a daily basis on an offsite basis.
2. Project Lead for requirements gathering and feasibility study for new A&E Paperless system.
3. Created System Requirement Specification document, Roll Out Plan and Test scripts.
4. Tested and liaised with development team on further changes before implementation.
5. Part of pilot rollout team, gathering and tracking issues, working with doctors and nurses on the implementation.
6. Trained users on new system, created training materials and manuals.

SACH (St. Andrew Community Hospital) Singapore

1. Managed the Helpdesk for the HIS system (Registration, Billing, Inpatient, Outpatient, Pharmacy and Inventory modules) receiving and tracking issues on a daily basis (offsite).
2. Lead tester for all new releases, patches and fixes. Create and maintained a tracking system for releases, including release notes and all other relevant documentations.
3. Maintained and updated Manuals, User Guides, System Requirement Specification documents depending on new changes made to the system.
4. Received Change Requests from users, performed initial study to understand requested changes, documented these changes as System Requirement Specification document.
5. Assigned change requests to development team, gathering information on development duration and cost.
6. Created Change Request Quotation documentation and got approval for relevant Heads of Department for the changes.

7. Received new changes, performed tests by creating test cases and results documentation.
8. Updated Functional Specification documentations and User Manuals with new changes that are integrated to the system.
9. Created training materials and trained users on new system changes.
10. Worked with Eutech Healthcare Director to secure maintenance contract worth \$200k on a yearly basis.

SUNMED (Sunway Medical Centre), SMC (Sentosa Medical Centre), KJMC (Kajang Medical Centre) Malaysia

1. Part of Pre-Sales team, pitched complete HIS system (Registration, Outpatient, Inpatient, Billing, Pharmacy and Inventory modules) to hospital administrators.
2. Assigned as Project Documentation and Support Lead for new implementations.
3. Gathered system requirement details by meeting Heads of Departments and understanding hospital workflows.
4. Created System Requirement Specification documents, Implementation Plan and Test scripts.
5. Assigned changes to existing system in relation to each hospital's workflow.
6. Created Project time line document on all change requirements.
7. Created Change Requirement Specification documentations and assigned each development team with tasks.
8. Received changes, integrated the changes to the core modules, performed testing; created test cases, test scripts and result documentation.
9. Updated User Manuals and training guides with new changes to the system.
10. Conducted training classes to all users for the new system.
11. Part of implementation team; gathering and tracking issues as and when the system went live.
12. Post implementation Helpdesk Lead; gathering feedback on new system; implementing Feedback system to collate, track and assign issues reported to development teams.

PRIOR COMBINED WORK EXPERIENCE

CHRISTINA CHIA, NG & PARTNERS LLC, KL
SYSTEM SUPPORT EXECUTIVE
 1998 to 2001

System Support
Training
Database Administrator

INSOFT SOFTWARE SERVICES, KL
WEB DEVELOPER
 1997 to 1998

Web Developer
Programmer

COMMERCE BANK, KL
COMPUTER OPERATOR
 1995 to 1997

System Support
Programmer

STANDARD CHARTERED BANK, KL
CUSTODIAL CLERK
 1994 to 1995

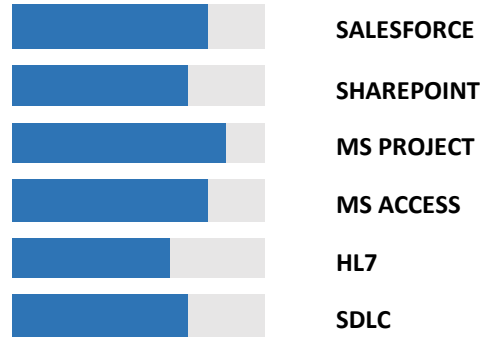
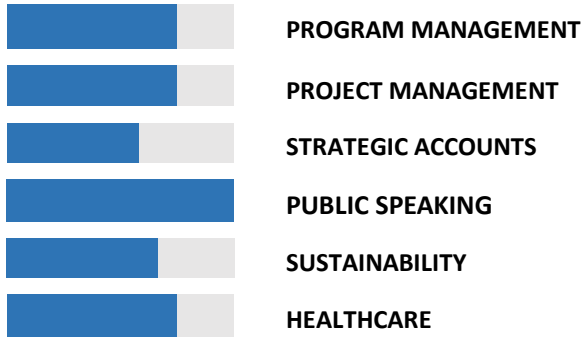
Client Management
Strategic Accounts

EDUCATION & TRAINING

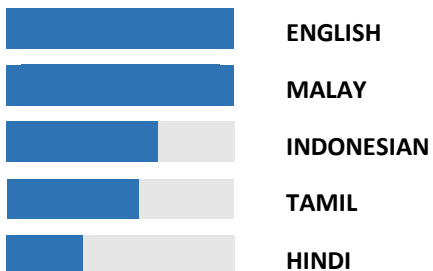
UNIVERSITY OF PORTSMOUTH, UK
B.SC. (HONS) IN COMPUTING (2010)

QT&T ASIA CONSULTING
PMP (2011)

PROFESSIONAL SKILLS



LANGUAGE SKILLS



REFERENCES

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