

# Sushama K. Narayana

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## CONTACT

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## OBJECTIVE

Aspiring a challenging position of responsibility and motivating career by efficient use of my skills, to communicate ideas & views for achieving organization objectives with team effort, performance & positive attitude.

## PROFESSIONAL HIGHLIGHTS

- MBA Graduate in Global Business and Sustainability with 9 + years of experience in Medical Device Product Lifecycle Management.
- Extensive background with proven track record in Project Management, Product Development, Design & Development, QMS DGM Audits, Vendor & Supplier Qualification, Cross-functional Team Leadership, Multicultural Team Management & Mentoring roles.
- Core Competencies:
  - *Assessment / Design / Implementation*
  - *Benchmarking & Brainstorming & Data analysis*
  - *Budgeting , Product costing, Business Plans, Profitability*
  - *Change management*
  - *Cost-benefit analysis*
  - *Cross-functional Project Execution*
  - *Derivation of Requirements*
  - *Organisational & Behavioural management*
  - *Product localization , Value Engineering*
  - *Product Certification (IEC, IS standards)*
  - *Project Management & Reporting Metrics*
  - *Process Improvement & Documentation*

## QUALIFICATIONS

- MBA in Global Business & Sustainability , ALTIS Business School, Università Cattolica del Sacro Cuore , Milan , Italy – Sept 2013 , 90%.
- M.S in Software Systems – BITS, Pilani, Dec 2007, CGPA 6.0.
- B.E in Electronics and Telecommunications – Goa University, June 2002, First Class Honours with Distinction.

**PROFESSIONAL  
EXPERIENCE**

**Leistritz Pumpen GmbH**  
**Nuremberg , Germany**

**Jun 2013 — Sept 2013**

**Market Research Intern – Sales & Marketing Division (VSP):**

As a part of the MBA (Global Business and Sustainability) curriculum, pursued internship in the Topic of Market Research for India.

- Supervised by the MD - Sales , MD - Production and Sales Director – Asia
- Executed primary and secondary market analysis for new market ventures where suggestions taken positively and due to open in start of 2014.
- Formulated templates to enable competitive benchmarking – competition comparison: price, quality and performance & Tracking Distributor performance.
- Preparation of VOC (Voice of customer).
- Sales strategies definition and implementation: Identifying opportunities: product, product category, industry focus and market.
- In addition, Gap analysis in order processing for efficient utilization of personnel and on time delivery to customer.

**Siemens Ltd – Healthcare**  
**Goa , India**

**Feb 2004 — Sept 2012**

**Manager – Engineering, PLM (Product Lifecycle Management) / R&D:**

- New Product Development –Modelling & Analysis, Design, Development & Prototyping, Integration, Verification & Validation, Release to Market.
- Good Knowledge of Project Management, Design and Development, Manufacturing, Validation, Documentation, Design Audits, Technology transfer, Investigations, Complaints, Product quality reviews, Change management.
- Strong written and verbal communication skills to articulate project requirements, communicate project metrics, interface with internal and external team members.
- Led a team of 5 for developing the following products for the local market. This included laying down specifications (voice of customer), benchmarking current products (Features Advantages Benefits FAB cycle), gating process for development cycle and roll out.
- **Project Manager** Fetal Heart Rate monitors and Biochemistry products.
- **Project Manager** for development of 30kW, High Frequency X-ray

Generator including radiography and radioscopy for local market.

- Knowledge of ISO, IS, IEC standards & Checklist requirements - Product certification for meeting statutory and regulatory requirements.
- **Project Leader** for 3<sup>rd</sup> Edition IEC, CE Qualification of C- Arms, Mobile X-Ray Generators.
- **Team leader** Electronics for development of Medical Diagnostic system (Diagnostic table and High frequency generator) for the international market (European & Chinese) with DR interface.
- **Team member** Electronics for development of diagnostic Table for the international market (European) with Automatic dose control, flat panel detectors, for the rural segment - cost effective design and electronic interfaces, Face lift of local products, Sustenance of High frequency X-ray generators, change management process.
- Product Sustenance -Enhancement, Process & Quality Improvement.
- Customer Interaction (Doctors) to understand the requirements, clinical use and application.
- Travelled to customer sites, Suppliers for qualification of bought outs to ensure that the overall business has no risks.
- Mentoring / training to subordinates/ colleagues.

**Fr. C.R Institute of Technology**

**Dec 2003 — Jan 2004**

**Mumbai , India**

**Lecturer in Department of Electronics and Telecommunications:**

- Probability & Random Processes and Digital communications for Semester 6
- Practical in the subjects of Microprocessor, Digital & Analog Electronics.

**P.C.C of Engineering**

**Jul 2003 — Nov 2003**

**Goa , India**

**Lecturer in Department of Electronics and Telecommunications:**

- Data communications for Semester 6 Information technology
- Analog Electronics for Semester 4 Information technology
- Practical in the subjects of Microprocessor, Digital & Analog Electronics.

**Government Polytechnic**

**Jan 2003 — May 2003**

**Goa ,India**

**Lecturer in Department of Industrial Electronics:**

- Basic Electronics for Semester 3 Electrical Engineering

- Digital Electronics for Semester 4 Industrial Electronics
- Practical in the subjects of Microprocessor, Digital & Analog Electronics.

### **SKILL SET**

- Knowledge of Altium PCB Designer Tool.
- Yellow Belt in Lean Six Sigma.
- MS Visio, MS project, Auto CAD, MS Access, MS Excel, MS office.
- Good knowledge of MDD, IEC (International Electro technical Commission) (60601-1) 2nd and 3rd Edition, IS (13450), ISO (9001), ISO (13485), AERB (Atomic Energy Regulatory Board), EMI/EMC (Electromagnetic Interference / Compatibility) standards and testing.
- Trained on Internal audits for ISO 13845:2003, by UL.
- Familiarity with the tools, concepts and methodologies of quality & change management.
- Possess the ability to inspire/mentor teams.
- Planned and organized approach towards work.
- Good team handling abilities & Result-oriented.

### **MAJOR ACHIEVEMENTS**

- Associate Member of the Institution of Engineers (India).
- Commended for No major observations and Non-conformances during the DGM audit for New Product Development projects.
- Invited as External Examiner at various Engineering colleges.

### **PERSONAL INFORMATION**

- Date of birth - 23 -06-1978
- Nationality - Indian
- Status - Single
- Languages Known - English, Hindi, Marathi, Konkani, Telugu, Italian and French

### **Declaration**

I hereby declare that the information given above is true to the best of my knowledge.

**(Sushama. K. Narayana)**