

DIPANKAR KUMAR

Country Director and Chief Marketing Officer
Iridium Cloud Systems Pvt. Ltd.



About me

I am the Country Director and Chief Marketing Officer at Iridium Cloud Systems Private Limited, specializing in IT, engineering, and professional services for government and large enterprises. With over 22 years of industry experience and currently pursuing a PhD in Management, I am dedicated to transforming customer ideas into successful products and managing high-budget projects, with expertise in handling over projects up to USD 360 million.

My focus is on creating innovative solutions that enhance profitability and identifying new opportunities to drive revenue growth. I excel in building strong relationships with stakeholders, ensuring the development and delivery of effective and efficient solutions that meet our clients' needs and expectations.

Awards



Creative Professional
of the Year Award at
the 11th World
Marketing Congress
Awards



"Innovation for
Impact" in
NASSCOM CXO
MEET - Indore.



nasscom

Certifications



- SAP Certified Associate- Business Process Integration with SAP S/4HANA
- Project Management Planning For CMMI
- VB.Net And MS SQL



Academic Background

- ▶ **Ph.D./Doctorate, Management**
Maharaja Agrasen Himalayan Garhwal University
2021-2025
- ▶ **MBA in IT & Finance**
Swami Vivekanand Subharti University
2019-2021
- ▶ **Bachelor of Computer Science**
Bangalore University
2002-2005

Expertise and Strengths

- Project Management
- Marketing Management
- Market Planning
- Key Account Management
- Client Relationship Management
- Sales Planning
- Distribution Management
- Presales
- Budgeting
- Marketing Communication
- Revenue Generation
- GTM Strategy



Work Experience

Dec 2025 - Present

Country Director and Chief Marketing Officer

Iridium Cloud Systems Pvt. Ltd.



Driving global market expansion as Country Director & Chief Marketing Officer at Iridium Cloud Systems (A 100% foreign subsidiary of 10DENCEHISPAHARD, SLU- "cdmon"), a global cloud and hosting solutions provider.

Responsible for building and scaling operations from India as a strategic hub for delivering global services, while leading international growth initiatives across markets. Overseeing end-to-end business functions including revenue growth, market expansion, and organizational development.

Key focus areas include:

- Spearheading global business expansion and driving multi-market growth strategies
- Establishing and scaling India operations as a center for global service delivery
- Building high-performance teams and operational infrastructure to support international markets
- Leading strategic partnerships and high-value enterprise/government deals
- Driving marketing strategy, customer acquisition, and global brand positioning
- Managing P&L, operational efficiency, and sustainable profitability

Collaborating closely with global leadership to align India-led operations with international strategy and long-term business objectives.

Work Experience

Dec 2022 - Nov 2025

**Chief Marketing Officer &
Head of Global Business**

XtraNet Technologies Pvt. Ltd.



- My objective as the Chief Marketing Officer and Global Business Head at XtraNet Technologies is to drive brand value and accelerate revenue growth.
- It is my responsibility to make decisions, both tactical and strategic, that are in the best interest of our team as well as our customer.
- Our goal is to become a leading organization in the fields of information technology (IT), engineering, and professional services— one that people want to work for and businesses want to do business with.
- I excel at fostering innovation by encouraging creative ideas.
- I had the privilege of leading and contributing to the development of innovative solutions, made possible by the invaluable collaboration of my talented team.
- These solutions have resulted in improvements to client acquisition as well as all elements of running XtraNet Technologies.
- In my present position, I am concentrating on achieving operational excellence, finding solutions to problems, and maximizing efficiency.
- Taking everything that we do and making it more frictionless, intuitive, and straightforward is one of our goals.
- In addition, spread across the globe.
- Brought 3x growth in last 2+ Years.

Work Experience

Feb 2020 - Nov 2022

Associate Director (Business Unit Head)

The Judge Group India



- Heading Sales & Pre-sales for Large Accounts & Public Sectors in India/SAARC/ Middle East/ Africa
- Heading end-to-end Government Business (Sales & Presales) and Leading Product & Services as a Partner Driven Business.
- Managing end-to-end P&L for Business Unit.
- Leading sales for Government & Large Accounts for Smart Solution, Digital Transformation, Digital Learning, AI/ML based innovative solutions.
- Leading complete IT Solution portfolio of products & projects including budgeting, pre-sales, account management, planning, vendor selection and execution of programs.
- Implementing project plans within preset budgets and deadlines.

Work Experience

Oct 2015 - Jan 2020

Principal Consultant - Sales & Presales

Yash Technologies Private Limited



Highlights:

- Merit of completing following projects: e-Governance Project.
- AFIS Solution for State Police.
- DGS&D Registration for Servers & Storages.
- Smart City Solutions.
- Intelligent Traffic Management System.
- Successfully bagged & closed order worth US\$ 20 Million in e-Governance Space and US\$ 900,000 in Police.
- Active Participation and product acceptance in Upcoming Large City Surveillance Project for 30 Cities.
- Merit of contributing at RFP level in upcoming 8 billion USD of IT Infrastructure.
- Project Successfully bagged, closed & delivered order worth US\$ 9 Million in Health Education for Ministry of Health & Family Welfare, Govt of India.
- Successfully bagged & closed order worth US\$ 10 Million in Medical Education for Autonomous University.
- Successfully bagged & closed order worth US\$ 2 Million in Indian Army.
- Successfully completed a presentation on upcoming projects under Ministry of IT & Telecommunications.

Work Experience

May 2014 - Sep 2015

Director & CTO

Telixsoft Networks Pvt. Ltd



- Directed end-to-end delivery of application and infrastructure support projects, managing client relationships, governance, resource planning, operations, P&L, and pre-sales activities including RFIs, RFPs, and contract negotiations.
- Successfully turned around underperforming (Red/Amber) projects through strategic delivery management, improving project health, operational stability, and profitability.
- Deployed 1,800 TelixEye NVR systems, along with 182 servers, 1,000+ NAS units, and 35 SAN systems within the first year, significantly strengthening enterprise infrastructure deployments.
- Established a strong market presence in the Surveillance, RFID, and Enterprise Infrastructure domain, earning recognition for business growth and execution excellence.
- Led the distribution and business development of enterprise networking, server, and storage solutions from global technology leaders including Planet Technology, Infortrend, and ZTE.
- Built strategic partnerships with Government PSUs, major infrastructure organizations, and leading System Integrators including Wipro, TCS, and HCL, while developing a nationwide network of 32 reseller and channel partners.
- Successfully secured a USD 5.9 Million enterprise order from a single client, contributing significantly to revenue growth and expanding the organization's presence in large-scale government and enterprise projects.

Work Experience

July 2009 - March 2014

Director-Technologies & Applications

eZee Connect Telecom Pvt. Ltd.



- Led end-to-end delivery of large-scale IT and infrastructure projects, overseeing budgeting, pre-sales, account management, vendor selection, and program execution.
- Successfully secured USD 19 Million in business from the mining sector, driving significant revenue growth and expanding strategic client relationships.
- Delivered Production Tracking & Weighbridge Automation solutions for Coal India subsidiaries and Steel Authority of India Limited (SAIL), enhancing operational efficiency and process automation.
- Conceptualized and implemented enterprise IT solutions, including ERP, Wide Area Networking, and the Integrated Mines & Minerals Management System (i3MS) for the Department of Steel & Mines, Government of Odisha, bringing transparency to mining operations.
- Led the design and execution of critical infrastructure initiatives, including City Surveillance for Bhubaneswar, TETRA Polnet projects for Arunachal Pradesh, and Wireless WAN deployments for Coal India Limited and SAIL.
- Established and expanded the market presence of Wiborne Inc. and VIDO Austria across India, achieving major business growth with a strong presence in the eastern region.
- Built long-term relationships with government departments, public sector enterprises, and strategic technology partners, contributing to multiple high-value digital transformation and infrastructure projects.

Work Experience

July 2008 - July 2009

Technology Manager

e-Xseed Technologies & Devices
Private Limited

- Led end-to-end operations for RFID & Wireless Products and Services, driving enterprise sales and delivering complex RFID solutions across India and South Asia.
- Developed and executed GTM strategies, solution consulting, RFP/RFI responses, client presentations, and government tenders, including Indian e-Passport and NICS NREGS projects.
- Built strategic relationships with leading enterprises (IBM, Cisco, Siemens, Mphasis, IL&FS, Coca-Cola) and global OEMs including Motorola, Psion Teklogix, Intermec, Avery Dennison, ThingMagic, Evolis, and Printronix.
- Delivered India's first RFID project in the Braveries Industry, the first Automated Container Management Solution using RFID & GPS, and a Jewelry Inventory Management Solution supporting 20,000+ RFID tags.
- Expanded market presence by securing product empanelment with a leading retail chain (200+ outlets), executing nationwide campaigns for the jewelry sector, and driving revenue growth through strategic business initiatives.
- Built and mentored a high-performing RFID R&D team, fostering innovation while strengthening the organization's technical capabilities and market leadership.

Work Experience

June 2006 - June 2008

RFID Solution Consultant and Manager-BD

Infotek Software & Systems (P)
Limited

- Heading Entire Operation for RFID & Software products and services for West & South Region

April 2005 - May 2006

Business Development Executive

Bartronics India Limited

- Managing Entire Operation for RFID & Software products and services for State of Karnataka, Tamil Nadu & Maharashtra

Thank You For Your Attention

Let's Connect

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