



## **SPEAKERS**



**KANTHIBAN s/o RAJASEGRAN  
(THIBAN)**



**SUDAVE RAMACHANDERAN  
(SUDAVE)**

# KANTHIBAN s/o RAJASEGRAN

## ☐ Business Development Director

@ Business Engineers Asia (Singapore / India)

## ☐ Director

@ Prisha's Beautique (Singapore)

## ☐ Commercial Director / Advisor

@ Vietnam Chamber of Commerce (Singapore)

@ Department of International Trade & Promotion (Royal Thai Embassy, Singapore)



Thiban started his career in the public sector, spending over 6 years & achieving various awards. Following his pursuit on academic advancement, he moved to the private sector, associating with several top MNC's, handling business development in India & the South East Asia region.

Experienced in local & regional mentality plus cultural norms, Thiban has overlooked policy formulations, sales & marketing management, channel & distribution management plus cross cultural training & management for various organizations. He is known for his strong passion & drive for business excellence, with a strong focus on helping SMEs. From starting a business, planning its market penetration, to formulating sales, marketing & distribution channels, he is in constant demand for his advisory services & valuable insights.

Apart from his current roles, he also advises several foreign embassies in Singapore on aspects of doing business, especially for retailing. He is actively assisting foreign embassies, trade associations & Enterprise Singapore for specific projects to support & land foreign SMEs or their products into Singapore.

He the founder & 'business architect' of **Business Entry Program (BEP) – The Incubator Series**, a successful business model that has attracted interest from many channels, including the Government agencies & he is currently supporting over a few hundred foreign products to achieve a presence in Singapore.

Thiban has a MBA from the University of Bradford (UK), a Bachelor of Science Degree (Business & Management Studies) from the University of Bradford (UK) & an Engineering Diploma, from Ngee Ann Polytechnic (Singapore).

# SUDAVE RAMACHANDERAN

## ☐ Strategic Partnership Head

@ Business Engineers Asia (Singapore / India)

@ BEA-ICA (International Consultancy & Advisory)

## ☐ HRD & Business Advisor

@ BEA-ICA (International Consultancy & Advisory)

@ Special Projects & Investment (India)

@ Special Projects & Investment (FICA\*)

**International Federation of Consular Chambers for Africa**



Sudave started his career as a teacher in the Ministry of Education in Singapore. Responsible in shaping young minds, he developed his forte in bringing the best out of every single student, even the toughest ones. He mastered the art of identifying potentials in pupils & enhancing their specific set of skills to achieve success. He moved on to one of the most prestigious sports entity in Singapore to oversee their sports & recreational activities where the demands of the new scope sharpened his people management skills, enhanced his event management & human capital development skills. Later stages, he became a Business Development Director of a 'Human Resource, Training & Development' company where he was their 'Principal Trainer' for numerous local & overseas projects. He has conducted training for over 350,000 participants in over 20 countries., with some of the biggest global brands being his clients.

Currently, he does business consultancy & advisory for companies that want to reengineer their business or expand into new markets. From business positioning, business development to investment reviews, Sudave leverages on his knowledge & experience to help businesses reach a greater potential. At present, he is actively involved in projects in Singapore, India, & some of the ASEAN countries.

A fluent communicator, Sudave is well-known for his affable, easy-going, yet precise manner – a trait which has enabled him to successfully conduct numerous training programmes & business consulting with an element of creativity. Sudave has an educational background in Psychology and he is well suited to consult & advice companies from Small Business Enterprises to Multi-National Corporations.

# PROUDLY PRESENTED BY:

**BUSINESS ENGINEERS ASIA (SINGAPORE)**  
**BUSINESS ENGINEERS INDIA (CHENNAI)**



21 Woodlands Close, PRIMZ BIZHUB  
#04-14, #05-31, #06-30, #09-15  
Singapore 737854

Office No. 22, 1<sup>st</sup> Floor Tower II, New  
No. 158 Mount Road. Rayala Towers;  
Chennai 600002. India

Contact – (65) 97401224 (Thiban)

Contact – (65) 81045061 (Md. Rafi)

Email – [thiban@businessengineers.com.sg](mailto:thiban@businessengineers.com.sg)

Email – [sudave@businessengineers.com.sg](mailto:sudave@businessengineers.com.sg)

**“DREAM BIG, START SMART”**

**THE FIRST STEP IS THE MOST IMPORTANT STEP**