

PERSONAL DETAILS

D.O.B: 25 December 1975
Citizenship: Spain, Australia, India(OCI)
Ethnicity: Indian Subcontinent

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EDUCATION

- B.E. Electrical, University of Sydney, Australia
- M.B.A. INSEAD, France

LANGUAGE SKILLS

English, Hindi, Bengali, Spanish, French

CORE COMPETENCIES

- Ideation & Strategy
- Leadership & Development
- Communication & Networking

HIGHLIGHTS

- Career Experience spanning 24 Years
- Lived in 9 Countries
- Worked in Australia/NZ, South East Asia, South Asia, Central Asia, Russia, Middle East, North Africa, Europe, North America, Latin America
- Sectors: Energy & Utilities, Oil & Gas, Renewable Energy, Industrial Metals & Mining, Industrial Automation, Building Automation, Telecommunication & Networking, Security & Defense Technologies, Digital ICT in Healthcare
- Functional Roles: R&D, Engineering Implementation, Consulting, Project Management, Technology Design & Architecture, Strategy & Planning, Sales & Business Development, Operational Management, Strategic Marketing, Digital Transformation, Innovation, Product Creation, General Management

KAUSHIK GHOSH



Management Executive , Sustainability Evangelist,
Transformation Agent, Leadership Coach

PERSONAL PROFILE

Results driven Industry Leader with several years of global experience in Leading, Implementing Innovation and Transformation of Businesses and Organizations to achieve their greatest potential. Key focus on Energy & Utility Resource Management, Recycling and Reuse; Human Capital Development and Training; and Digital Transformation of Business Systems and Operations.

WORK EXPERIENCE

KAUSHIK GHOSH ADVISORY (SELF EMPLOYED & PRO-BONO)

Sustainability, Capacity Development, Digital Transformation

Consultant / Advisor

Global | 2009 - Current

Capacity Development:

- Sustainability Senior Expert to UNDP for Poverty and Environment Initiatives in Central Asia (PEI-CA)
- Sustainability Senior Expert for Interstate Committee on Sustainable Development (ICSD) of CA. (UNEP)
- Sustainability Senior Expert Consultant on Green Economy Summit for WECOOP (UNDP, EU-Central Asia Platform)
- Senior Expert on Sustainability and Climate Change – WECOOP (UNDP, EU-Central Asia Platform)

Advisory:

- Biofuel generation using Jatropha seeds by Spanish Consortium involving University of Complutense Madrid
- Acquisition of Waste to Energy plant in Philippines for German renewal Energy company
- Use of alternative fuels in cement kilns (EU Cembureau)
- Supply chain optimization – Waste to Energy, Spain, Germany, & India
- Fuel Substitution Strategy - Titanium Dioxide Smelter, India

URHEALTHNET TECHNOLOGIES

Digital Technologies & Healthcare Informatics

Co-Founder & Chief Innovation Officer

INDIA | 2017 - 2020

- Digital Transformation of Healthcare Provisioning for Non-Communicable disease in developing world communities by Innovating a Healthcare Technology Platform utilizing Big Data and Intelligence Algorithms, while ensuring the safeguard of individual privacy. Implementation was championed at multispecialty hospitals and clinics serving urban, rural and tribal communities in the tribal belts of Eastern India
- Digital Health advisory - Digital Health Knowledge hub and Digital Health Roadmap using Big Data and AI
- Digital Transition for remote TB monitoring using mobile health clinics

RELEVANT DOMAIN EXPERTISE

- Electricity Generation, Transmission & Distribution
- Smart Grids
- Renewable Energy Technologies
- Thermal Fuel Substitution with Renewables
- Industrial Waste Heat Recovery
- Energy Efficiency & Optimization
- Utility Resource Management, Optimization, Recycling & Reuse
- Human Capital Development & Training
- Sustainable Investment & Financing
- Digital Transformation Technologies.

FUNCTIONAL EXPERTISE

- Innovation & Value Proposition Creation
- Growth & Marketing Strategy
- Operations, Continuous Improvement & Process Efficiency
- Digital Transformation

SKILLS SUMMARY

- Innovation
- Value Proposition Creation
- Strategic Planning & Development
- Capacity Development
- Energy Value Chain
- Energy Transition
- Revenue Growth
- Resource Management
- Digital Marketing
- Program Management
- Digital Transformation
- Business Transformation
- Process Optimization
- Cost Optimization
- Turnarounds
- Continuous Improvement
- Working Capital Optimization
- People Management
- Project Finance
- Public Private Partnerships
- Alliance Creation
- Industry 5.0

KAUSHIK GHOSH

PHILIPS

ENERGY & INDUSTRIALS

SENIOR DIRECTOR

Netherlands | 2011 - 2017

- Launch and grow new business unit called Energy Services within the Professional Lighting Solutions Business of Philips Lighting aimed at providing Sustainable Energy Management Services to businesses significantly impacted by electricity costs. Achieved Revenue Growth to **68 Million Euros** within 24 months.
- Created multiple value propositions to achieve the revenue growth. These value proposition included: EPC services, ESCO services, financial re-engineering from assets to leased services, Turnkey services for Lighting and Building Management System infrastructure, Digital transformation of Commercial Building Operations to more sustainable solutions and Smart-Grid enabled dynamic energy management
- 40% reduction in annual operational costs by turning around the ways the services were delivered. Reduction of Resource Waste, Contract Synergies, Digital Transformation, and Resource Optimization.
- Creation of new Digital Service – Internet of Things and Machine to Machine service offerings to complement existing Philips products and solutions.
- Introduction of Infrastructure as a Service model for +85k users in 170 countries.

HONEYWELL

Energy & Utilities, Oil & Gas

Strategy & Marketing Leader – MENA, Russia & Central Asia

UAE | 2011

- Acquisitions due diligence in Renewable Energy – solar generation, battery power management manufacturers
- Business Transformation program to rationalize Honeywell Manufacturing sites from 26 to 10 sites globally
- Developed a revenue growth strategy for the responsible markets from 700 million USD in 5 years.
- Initiated alliances with regional investment entities for Carbon Capture and Storage, and for Digital Oil Fields (Digitization of Oil Extraction)

ECOURJA

Renewable Energy

Co-founder & Joint Managing Director

India | 2008 - 2010

- Grid connected Solar PV projects in Rajasthan, India total of 75MWe
- Waste to Energy Plants for 2 Municipalities (150 MTPA, 80 MTPA)
- Low carbon Alternative Energy strategy and procurement for 4 cement plants and 1 steel plants. Fuel sources were pelletized industrial waste, CHP, and waste heat recovery.
- Established partnerships with a German Waste to Energy firm and a Spanish Utility Infrastructure firm

VOLUNTEER ASSOCIATIONS

- INSEAD Candidate Interview Board
- Lower North Shore Toastmasters, Sydney, Australia.
- RSPCA Australia
- Toastmasters, Netherlands
- Center for Civil Society, India
- Milaap, India
- Ecologistas en Accion, Spain
- Valle Colino Animal Rescue, Spain
- Norlha (Capacity Development), CH

KAUSHIK GHOSH

CEMEX

Building Materials, Metal & Mining

Strategic Planning Manager, Europe, Mideast, Africa & Asia Pacific

UK, Spain | 2007 - 2008

- Alternative Energy and Fuel substitution and CO2 reduction projects resulting in annual CO2 reduction of more than 1500 Kilo Tons Per Annum. Projects in UK, Spain, Germany, Poland, Croatia, Thailand and Philippines.
- Remediation of mines post exploitation in 2 country operations in Asia (Thailand, Philippines)
- Acquisition of concrete manufacturing companies in the region
- Divestment of non-critical Cement & Concrete manufacturing plants in the region.
- Setting up Greenfield cement plant in Southern Europe
- Brownfield expansion of cement plants in Eastern Europe, and in the UK

LOGICA CMG

Energy & Utilities

Various

Australia | 1999 - 2005

- Smart Grid Electricity distribution and management system for Australian Electricity Generation & Transmission company
- Smart Grid Electricity distribution management system for New Zealand Energy Generation & Transmission company
- SCADA Automation and water distribution management system for Australian Water Utility
- Gas distribution management system for Australia Gas Distribution Company
- Water Management System for Saudi Arabia Water Utility

COMMONWEALTH SCIENTIFIC & INDUSTRIAL RESEARCH ORGANIZATION OF AUSTRALIA (CSIRO)

Research & Development

Research Assistant

Australia | 1998 - 1999

- Design and Testing of IC Chip using Gallium Arsenide for the Temperature Management Component of the FEDSAT (Australian scientific research satellite launched from Tanegashima Space Center, Japan)

BAE SYSTEMS

Defence Electronics

Intern

Australia | 1997

- Maintenance and Repair Methodology for Defence Electronics