

---

JUNE 2017

# Arvind Vasu, Senior Vice President ABB Technology Ventures



Arvind Vasu started his career in 1992 as a management trainee at ABB in Sweden. He became a manager for ABB's IT Infrastructure services and was responsible for building the company's Email, Engineering and ERP Infrastructures. He later joined the Process Automation division at ABB in Sweden and was responsible for Sales & Marketing support to India & China.

During his tenure at ABB, he has held various positions in Sales, Marketing and Management. In 1999, Arvind was part of a Sales & Marketing team based in Malaysia that promoted Automation products and Launched 'Industrial IT' in Asia. In 2001, he relocated to Beijing, China and developed the sales of Automation Control Systems & Products through Channel Partners. In 2003, he worked as Sales manager in China for Process Automation with Chemical, Oil & Gas customers.

In 2004, Arvind moved to India to start-up ABB's Robotics Business Division. He was located in Bangalore, and built the business up from scratch to exceed revenues of 20 MUSD with over 100 employees in 2009.

Arvind left ABB in 2010 and worked with his second start-up at a Finnish Welding products company. He established a subsidiary company in Chennai, India where he worked as Managing Director to build a business catering to the Indian market. In 2014, Arvind started his own Business Consulting practice in India and helped European small & medium sized companies gain entry to the Indian market. He has supported a variety of Start-ups and established companies dealing in automation, machinery, and IoT. Arvind also worked with several Indian business houses offering them sales training and other business services.

Arvind holds a Bachelor's degree in Engineering from India and an MSc in Computer Science & Engineering from Chalmers University in Sweden. He has also completed an executive education at IMD Business School in Lausanne, Switzerland.

Location: Chennai, India.