



Joslin Vethakumar

Firm grip on complex Government, Service Provider and enterprise bid requirements in Singapore / ASEAN / APAC

Versatile Strengths / Value Selling

15+ years with top MNCs – Cisco, BT, Lucent, CSG Systems, Bechtel

Best Practices in Bid Management, Deal Structuring, Proposal Quality

SWOT Analysis, Win Themes, Process Enhancement, Knowledge Transfer

Compliance – SOX, Approvals, Governance, Customer Requirements

Pricing, Commercial, Contract Reviews

Research, Risk Assessment/Mitigation

Writing Executive Summaries, thought leadership pieces for media

Trusted Adviser for Sales, Escalation Management, Problem Solving

CRM (Siebel), Publishing / MS Office

Qvidian, PhotoShop, Visio, SharePoint

Professional Output

Competitive Analysis / Content and Strategy Development
Pioneering role in setting up bid management practice for firms
 Documentation Consultant for MNC on an IT project in Mexico
 Active in social media

Shipley-trained APMP Member, Smart Nation Initiative

Bids managed include even billion-dollar opportunities

Training Undergone in {
 • U.S., U.K., Singapore
 Worked on projects in: {
 • Australia, India, Malaysia, Singapore, Hong Kong

↔ In alignment with business objectives

Governance / Compliance / Risk Management
 Pursuit Strategy / Bid Planning - From Conception / Kick-off to Execution

Multi-nation Work Experience

