

Faculty Profile



GURUNATHAN MURUGAN BBA, MBA.,
Assistant Professor - MBA

AREA OF SPECIALIZATION:

- Human Resource Management
- HR Administration
- Team management

POSTING:

- Technack Technologies PVT LTD (iMocha), Senior Manager – Enterprise Sales
Apr 2023 – Jan 2024
In charge of iMocha's key clients across Southern India, with responsibilities including fostering client relationships, boosting Annual Recurring Revenue (ARR), developing new customer pipelines, and conducting product demonstrations. Additionally, I played a pivotal role in managing a significant and high-revenue project for one of iMocha's major clients in the IT sector.
- SHL, Regional Sales Manager
Oct 2014 – Apr 2023
As a Regional Sales Manager at SHL India PVT LTD, I coach the sales team, exceed targets, and optimize assessment products and business strategies. I conduct weekly meetings, share insights with product development teams, and handle high-stake projects, including managing 5 online semester examinations during the COVID-19 lockdown.