

## SPEAKER PROFILE



**Manoj Ramchandra Dawane**

Vice President & Head of Technology,  
Government & Industry Relations,  
Sustainability & Corporate Responsibility



**Delegate Registration**

Manoj looks after ICT technology evolution and driving standardization. He is the primary interface of the organization with overall business ecosystem, including government, industry bodies and academia. Further, he also is accountable for Ericsson's sustainability and societal endeavors, heading deployment of Technology for Good projects in the country.

Prior to this role, Manoj was Head of Engagement Practices within Region India whereby he was responsible for solutioning of all customer requirements for Region India, Nepal & Bhutan. Solution areas involved were: Mobile Broadband (3G/4G), Fixed Broadband and IP Networking, Operating Support Systems (OSS) & Business Support Systems (BSS), Mobile Commerce, Managed Services (Network and IT), TV & Media Applications.

Manoj joined Ericsson in May 2010 as Head of Strategy, Marketing and Innovation. Before joining Ericsson, Manoj was Chief Executive Officer and Board Member of Mauj Mobile – wireless division of People Group. As CEO, Manoj led the Mauj Mobile team on their strategic growth path, both in domestic and international markets, addressing telecom operators, media companies, agencies and brands as primary customers.

Manoj has worked at senior management positions with some of the country's leading telecom companies. He was the Chief Operating Officer of Airtel for Western UP & Uttaranchal and Chief marketing Officer for Airtel Mumbai prior to that. He was also appointed as Business Head Innovation / New Product Development and VAS Management, for all Bharti operations.

In his career, Manoj was instrumental in pioneering the prepaid cellular revolution in India, having been involved in the first retail prepaid business called ACE for Hutchison Max Telecom (now Vodafone) in 1997. He also introduced 'Info Services' on the mobile with marketing and entertainment based services during this time frame, paving the way for 'VAS' as an important facet of operator offering to the consumer.

Manoj is recognized expert on the subjects of Technology, MVAS and Marketing in Telecom and has been a member of various industry body committees in India.