

## **Profile of A. Seshagiri Rao**



- A. Seshagiri Rao, Chairman and Managing Director of Telecom Consultants India Ltd (Rtd) started his career as an IRSSE officer of Indian Railways of 1982 batch and worked in various senior positions.
- He received many awards at Railway Zonal level and at Board level. Having worked for more than 20 years in Indian Railways, he joined RailTel (A Government of India U/T) as a founding member of Southern Zone. In fact he started the zone from scratch and made it as the best performance zone out of four zones in terms of turnover, innovation, technology, customer acquisition /satisfaction while adopting the best processes and procedures.
- Later on he moved to Board level position in RailTel as a Director and brought many new technologies such as the Google Wi-Fi at Railway stations in partnership with Google. The first Data Centers of Indian Railways were constructed in RailTel under his command. He increased the turnover of RailTel 3 fold while maintaining nil audit paras as Director/Mktg.
- Later on he got selected as CMD of TCIL and transformed the organisation from a project organisation to a preferred PSU by all Govt Departments for their solutions in Telecom and IT. He spread the wings of TCIL to Middle East and Africa and opened a unit in USA with the approval of Cabinet. The turnover of TCIL was increased by more than 40% during his tenure of 2 years.
- In Academics, he topped the University in Engineering from Kakinada in 1981 and maintained State ranks in Intermediate and SSC.
- He has been appointed by the BDL on the advice of the Central Vigilance Commission (CVC) as an Independent External Monitor (IEM) on 4.1.21 for IP.
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