



## **Mr. Suman Bose, Country Director, DS, India**

Suman Bose is the Country Director for Dassault Systemes PLM Business in India. He brings in over 15 years of sales and marketing experience in the IT industry, working in both software and hardware companies in India and abroad. Suman is responsible for leading the overall DS PLM Business in India, thereby accelerating leadership growth across key market segments and ensuring customer satisfaction.

Suman came to DS family through a recent acquisition of MatrixOne in May 2006. In MatrixOne, Suman was responsible for sales and business development across key markets in Asia Pacific, formulating and executing critical growth strategies, and managing partnerships with a few key pan-regional alliance partners. Suman joined MatrixOne in August 2004 and was based in Singapore.

Prior to MatrixOne, Suman served Hewlett Packard's Asia Pacific for several years in increasing levels of responsibilities. In his last role as a partner business director, he was responsible for driving channel business revenue for HP's Enterprise Server and Storage Division across Asia Pacific. Earlier, he has served HP in Asia Pacific as Marketing Director for Enterprise Servers, Sales Director for managing key large opportunities, and Business Manager in the Manufacturing segment responsible for promoting CPC/ PLM solutions. In HP Asia Pacific, Suman was also based in Singapore.

Previously, Suman has worked in SDRC as Business Manager for India & SAARC countries, where he has driven phenomenal business growth and developed strong distribution channel network across India. Other companies where Suman has served earlier include HCL-HP in India as Country Business Manager for Technical Computing Business Unit, Digital Equipment Corporation in Hong Kong as Channel Development Manager, and PCL in India as Territory Sales Manager. Suman has been consistently recognized as one of the top performers in all the companies that he has served till date.

Suman has a bachelor degree in Electrical Engineering and Masters in Finance and Marketing. He has also attended various executive management programs in leading global business schools. He is a keen follower of Economics and Politics as an intellectual discipline. An avid reader and music listener, he enjoys traveling, photography, and high altitude trekking, skiing, and engaging in animated debates on wide ranged topics. He is married, has one daughter and currently lives in India.