

Giridharan Govindswamy Appointed Country Manager for Corel in India

Corel Corporation (www.corel.com), a leader in graphics and digital software, today announced the appointment of Giridharan Govindswamy as India Country Manager. Giri is to handle all the responsibilities for Corel's businesses in India.

In his role as Country Manager for Corel Corporation, Giri will lead the company's day-to-day India operations; increase overall country business revenue, increase visibility and branding, channel development, working parallel with Business Software Alliance (BSA) initiatives, conducting events with the partner community for updating customers on the latest Corel software.

Giri is a Diploma holder in Electronics and Telecommunications and has 15 years of expertise in Sales & Marketing. Prior to joining Corel Giri was working with Kinfotech as AGM for Adobe, Autodesk M&ED, Autodesk PTD & Corel. His key role involved analyzing the market trends, excel profit margins, value proposition selling, and giving business projection, driving the team to generate more LCP funnel, develop business in upcountry market, and thrive for customer acquisition.

'Giri joins Corel with a wealth of experience in the Channel Business in India and an understanding of the Anti Piracy Business as well as Vertical Solution selling' says Gavin Watson, Director - Asia Pacific. 'Giri understands and will focus on helping our partners and growing Corel's presence in the Indian market' Gavin added.

'My immediate task will be to educate the Channel Patners - to engage in pre sales activities model rather than focusing on fulfillment business, various incentive programs will also be devised to gain the mindshare & show more profitability for the partners community. Going forward Partners can also expect lot of value added services from Corel Corporation and from its distributors' said Giri.

(© India PRwire / India eNews)