

# Jayamohan Mohanan Nair

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## Contact Details

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## Personal Details

**Age:** 33  
**Date of Birth:** 1/11/1976  
**Sex:** Male  
**Passport Number:** G8901765

**Martial Status:** Married  
**Father's Name:** K. Mohanan Nair  
**Languages known:** English, German, Malayalam, Hindi and Tamil.

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## Education

### **Bachelor of Technology (Specialization in Computer Engineering):**

Institution: **Chengannur Engineering College**  
University: **Cochin University of Science and Technology**  
Year of Passing: **October 1998**  
Marks Obtained: **68 %**  
Class Obtained: **First Class**

### **High School:**

Institution: **St. Joseph's College, Devagiri, Calicut**  
University: **Calicut University**  
Year of Passing: **June 1994**  
Marks Obtained: **69%**  
Class Obtained: **First Class**

## **Secondary School Leaving Certificate:**

School: **Silver Hills High School, Calicut**

Board: **Government of Kerala**

Year of Passing: **March 1992**

Marks Obtained: **87.3%**

Class Obtained: **Distinction**

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## **Certification**

- 1998 **Microsoft Certified Professional (MS Windows Architecture II)**
- 1998 **Microsoft Certified Professional (MS MFC & C++)**
- 1998 **Microsoft Certified Professional (MS SQL Server)**
- 1998 **Microsoft Certified Professional (MS Windows Architecture I)**
- 1998 **Microsoft Certified Solution Developer (COM)**
- 2003 **Microsoft Certified Professional (BizTalk Server)**

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## **Training**

- Took part in **German Language Training of 2 months** conducted by **Goethe Institute** and successfully completed it in **September 2001**
- Undertook a very comprehensive **Personality & Leadership Development** program in **MILT**, the leadership training wing of the U.S based **Dale Carnegie Institute of Leadership Training** and successfully completed this course in **April 2005**

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## **Work Experience**

### **Rifluxyss Softwares LLC (1 February 2008 – till date)**

**[22 May 2007 – 2 November 2007 representing the company on behalf of Rifluxyss Softwares Private Limited in the setting up of operations in United States Setting up the company operations in December 2007 & January 2008]**

California, USA

Designation: **Operations Manager**

- Creation of Business Plan for the subsidiary company
- Completed the Company Incorporation formalities
- Applied and procured Employer Identification Number for the company
- Selected an appropriate office space in a business park
- Brought in initial investment
- Undertook Corporate Website Revamp
- Corporate Bank Account Opening
- Office Space Infrastructure Setup
- Sales Staff Identification, Qualification and Selection
- Legal team identification and agreement
- Adequate technical and product level training to resources
- CPA services contracted for employment legalization

# RESUME

- Lead Generation Company Contract
- Review of Operation Plan
- Profiling the company in Union City Chamber of Commerce
- Profiling and registering the company in Silicon Valley (San Jose) Chamber of Commerce

## **Rifluxyss Softwares Private Limited (12 April 2000 - 2 November 2007)**

***[Initially Devsoft Integrated Systems Private Limited and company name changed to Rifluxyss Softwares Private Limited on 28 August 2003]***

Chennai, India

Designation: **Director**

- Changed the name of the company from Devsoft to Rifluxyss Softwares
- Retrenched 21 staff out of the total 24 member team
- Brought in additional investment
- Recruited a new team of developers
- Active participation in sales and marketing activities
- Changed the marketing focus from global market to North American market
- Developed a new marketing program using Internet
- Achieved break-even in end of 2004
- Company turned profitable by 2005
- New infrastructure in place for the firm
- Constant staff analysis and hiring and firing program
- Setup a Reward program for exceptional output
- First onsite marketing campaign in United States
  - Campaign commenced in October 2005
  - Made a market study and evaluated prospects
  - Analysed the opportunity of doing joint marketing with Digital Liberty Group Inc
  - Meeting with 4 clients all over the United States in a period of 40 days
  - Procured 3 new additional clients
  - Marketing Campaign ended in December 2005
- Major website overhaul
- Major growth in profits by the end of 2006
- Second U.S Marketing campaign
  - Campaign commenced in April 2007
  - Made a market study and evaluated prospects
  - Understood the enormous potential of a subsidiary company in United States
  - Submitted the proposal to the management and got approval

## **Devsoft Integrated Systems (Singapore) Private Limited (14 June 2002 – 22 November 2002)**

***[Subsidiary of Devsoft Integrated Systems Private Limited in India and was representing Devsoft Integrated Systems (P) Ltd in India]***

Dhoby Ghaut, Singapore

Designation: **Director**

- Selected a partner for operations and formalities
- Incorporated the company as a private limited company
- Assigned a CPA for all the documentation required
- Found a 320 Sqft office space
- Procured all the infrastructure required for the new office

# RESUME

- Recruited sales and support team of two experts
- Formalized the outsourcing and offshore development model
- Provided adequate training
- Company generated a profit of S\$8300 in 5 months of its operation
- Sold the company to Infon Technologies Pvt Ltd for S\$75,000

**Devsoft Integrated Systems Private Limited (12 April 2000 – 27 August 2003)**  
**[Devsoft Integrated Systems Private Limited changed its name to Rifluxys Software Private Limited on 28 August 2003]**

Chennai, India

Designation: **Director (Technical)**

- Incorporated the company as a private limited company
- Brought in investments from private parties and banks
- Assigned a CPA for all the documentation required
- Found a 1617 Sqft office space for the new office
- Assigned interior decorators to create a professional office space
- Procured all the infrastructure required for the new office
- Created a recruitment plan and employed newspaper advertisement for job posting
- Recruited sales team and the software developers
- Conducted the first overseas marketing campaign in January 2001
  - 6 Days Marketing Campaign with Sales Manager in Kuala Lumpur, Malaysia
  - 6 Days Marketing Campaign in Singapore
  - Made a market study of the technology required
- Another 9 day tour to Kuala Lumpur, Malaysia
  - signing of three projects
  - requirement study
- Overseas trip to Vienna, Austria in October 2001
  - Setting up of a joint venture with Lacosto IT Services
  - Signing the required agreements
  - Training the internal staff on the products and technologies
  - Assisting in the marketing campaign
- Travel to Riyadh, Saudi Arabia in September 2002
  - Setting up of a joint venture with Alwanat LLC
  - Signing the required agreements
  - Setting up the new IT department
  - Recruiting the marketing staff for the products and technologies
  - Training the staff on the products and technologies
  - Assisting in the marketing campaign
  - Formlizing the Outsourcing Model
- Analysis of company's dismal performance in 2003
- Submission of the report containing remedies of loss in 2003

**Devsoft Solutions (14 September 1999 – 11 April 2000)**

Chennai, India

Designation: **Marketing Manager**

- Created a master-mind group of three like-minded engineers
- Created a draft working model for a software development company
- Assigned the roles and responsibilities of all

# RESUME

- Started the initial marketing campaign
- Field Marketing and Client Discussions
- Project Agreement drafting and signing
- Generated net profits equivalent to 5300 USD within 6 months
- Purchased the shares of the other partners
- Took the company to the next step

## **Advanced Technology Labs (10 September 1998 – 3 September 1999)**

Chennai, India

Designation: **Developer Trainee**

- Developed an Online Ordering System for the company's client named Visions@Work. The project was based on ASP, COM, MTS and SQL Server technology and took around 6 months for development
- Developed an Online Registration System for Stanley Hospital based on ASP and MS Access technology and it took 2 months for the completion
- Automated a grocery chain with a refined information system created with VisualBasic and SQL Server. Team consisted of 3 members and it took 1 month of coding.
- Developed an Airways Reservation system connecting to a remote Amadeous travel agent system. The core development was done using MS Visual C++ and SQL Server. Third party socket management tools were used for remote interaction. It took 2 months to develop this.

## **Adithya Industries (7 February 1998 – till date)**

Calicut, Kerala, India

Designation: **Partner**

- To attend the partner meetings
- To sign the documentation for formalities