



Ranveer Kumar Seetaloo

SENIOR EXECUTIVE

Management Skills

Telecom Strategy

Business Strategy

Financial Management

Marketing Strategy

Project Management

IT Service Management

Human Resource Management

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Profile

Business Leader in the Indian Ocean and African Continent in the Telecom sector and an ambitious Senior Executive who creates strategic alliances with organization leaders to effectively align with and support key business initiatives.

Participated actively in crafting the ICT policy in Mauritius in 2013 together with the authority and other incumbents, I have also contributed in setting up the governance and policies at Mauritius Internet Exchange point.

Professional History

Chairman of the Mauritius Internet Exchange Point

September 2018 – Present

- All Telecom operators are members of the board, including Mauritius Telecom and Emtel
- The platform was the catalyst for making "Work From Home" a reality during and post the Pandemic era.

Board Member of the Johannesburg, Durban and Cape Town Internet Exchange Point (INX-ZA)

April 2018 – August 2020

- Members of the board included Google, Facebook, Microsoft, Vodafone amongst others.
- The Exchange point hosts 2000+ operators and content providers across the globe.

Managing Director, Kaldera Ltd, Ebene.

November 2023 – Present

Key Responsibilities

- Provide strategic leadership and vision, driving Kaldera's growth and market positioning.
- Oversee end-to-end operations including finance, technical operations, sales, marketing, human resources, and expansion initiatives.
- Develop and execute long-term business strategies to ensure sustainable profitability and competitive advantage.

Key Achievements

- Delivered consistent annual growth of **40%**, doubling both **Revenue** and **Profit After Tax**.

- Spearheaded **inorganic expansion** through the acquisition of three telecom operators and one tower operator.
- Led **organic growth** by establishing Kaldera Technologies in Madagascar, enabling cross-border market entry.
- Successfully transformed Kaldera from a pure telecom operator into a fully integrated technology provider, expanding into IP-PBX, cybersecurity remediation and advisory, cloud services, data center operations, enterprise IT solutions, managed services, and SOC capabilities.
- Expanded strategic partner ecosystem, becoming a **3CX Platinum Partner** and securing partnerships with Fanvil, Dell, HP, Lenovo, Fortinet, VEEAM, Huawei, and Cisco.
- Launched a dedicated training center to strengthen internal capabilities and support national capacity building.
- Positioned Kaldera among the **top four telecom operators in Mauritius** and secured **market leadership** in the IP-PBX segment in both Mauritius and Madagascar.

Head of Telecom Business, Rogers Capital Technology Services Ltd, Port Louis.

April 2018 – October 2023

Since taking up the position as the Head of the Telecom Business, I have been able to increase the Business' Revenue and PAT by 300% in 4 years.

Under my leadership, the company has been able to increase its global footprint while I have been instrumental in:

- Negotiating and acquiring capacities in over **18 Submarine cables:**

- | | |
|--------------------|--------------|
| • SAFE West / East | • APG |
| • LION/LION2 | • PC-1 North |
| • METISS | • SACs |
| • MARS | • SeaMeWe-4 |
| • EASSy | • SEAS |
| • SEACOM | • Apollo |
| • WACS | • PEACE |

- Negotiating and acquiring 14 Point of Presences at strategic locations including:

- | | |
|----------------------|--------------------|
| • Rodrigues Island | • Johannesburg, SA |
| • Madagascar | • Cape Town, SA |
| • Reunion islands | • Singapore |
| • Seychelles | • London, UK |
| • Dar Es Salaam, TZN | • Seattle, USA |
| • Mombasa, KNY | |

- Setting up direct Peering at NAP Africa, Mauritius, Singapore, Kenya, Johannesburg and London Internet Exchanges while becoming the first Microsoft Express Route Partner for Mauritius, I have been understand the market culture and landscape of various jurisdictions.

Overseeing the Telecom business of Rogers Capital and also its international expansion plans, my other responsibilities includes:

- Strategic planning of the Telecom Business
- Go To Market Strategy
- Risk Management plan
- Financial Management
- People management
- Stakeholder Management
- Vendor/ Partner/ Carrier Management
- Building up of Business/ Marketing and Financial Plans for long term sustainability of the company

Head of Operations, Rogers Capital Technology Services Ltd, Port Louis.

March 2015 – March 2018

1. Management of the day-to-day operations of the technical department for the ISP business unit of Rogers Capital
 - Supervision and implementation of IPCORE network
 - Supervision and implementation of IT/IS
 - Supervision of Network operations center
 - Supervision of Project management office
 - Supervision of field and maintenance services department
 - Supervision of ISP Data center
 - Process enhancement and implementation
2. Risk management
3. Budgeting CAPEX and OPEX
4. Training and mentoring
5. Project management

Chief Technical Officer (CTO), Africa Digital Bridges Networks Ltd (ISP), Ebene.

March 2012 – February 2015

- Responsible and accountable for all technology aspect of the company.
- Making sure that the Company's technology roadmap is in line with the market needs and global technology trends.
- Ensure world class network and data center operations and management to deliver the required service levels to customers.
- Ensure overall network security, reliability and resilience and disaster recovery planning.
- Ensuring that the IPCORE Team implements its global MPLS and BGP as per the resilience plan formulated.

Project Management Officer(PMO), Africa Digital Bridges Networks Ltd (ISP), Ebene.

January 2008 – February 2012

- Responsible and accountable for the overall management of all staff working in the PMO.
- Responsible and accountable for the timely and relevant reporting of project progress, accountable to the stakeholders and CEO.
- Responsible for identifying cross directorate and cross project dependencies, risks and activities and negotiating resolution to conflict.
- Provide project management resource to directly manage projects across the organization, delivering within the agreed scope and timescale.
- Develop and maintain the project management methodology including document templates, identifying project phases, reporting and planning information for successful project delivery.
- Research and remain up to date on developments in project management technologies.
- Process improvement as and when necessary.

Project Leader, Africa Digital Bridges Networks Ltd (ISP), Ebene.

November 2006 – December 2007

- Responsible for the Planning, Execution and Control Phases of the projects
- Responsible and accountable for the successful delivery of projects.
- Responsible and accountable for the timely and relevant reporting of project progress to the CTO of ADBN.
- HR, Budget, Quality planning of Projects
- Transmissions planning for the Company
- Liaison officer for the company with ICTA

Education

Master in Business Administration

February 2013 – February 2015

B.S.c Computer Science

August 2001 – December 2005

Referees:

1. Nishal Goburdhan
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2. Trevor Naidoo
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