



Mr. Arun Kapur

Group President, Quippo and Managing Director, Quippo Telecom Infrastructure Limited

Mr. Arun Kapur is slated among the top Management Professionals in the country having over 30 years of proven domestic & international experience and successful record of managing large, independent technology businesses in highly competitive markets. His key strengths have been in conceptualizing & implementing innovative business models, creating & managing JVs/ alliances/ partnerships, organization building, stakeholder value maximization and building sustainable brand equity.

Serving the Company as Group President and Managing Director, Telecom since 3 years, Mr. Kapur has been a leading visionary behind the transformation of 'Quippo' from a Construction Equipment Rental company to a total rental solution provider for infrastructure sector including telecom, energy, oil & gas etc. He is credited with pioneering the concept of Passive Infrastructure Sharing for the Indian telecom industry and helped make Quippo Telecom as the first mover in this exciting field.

Highly customer centric & market driven, Mr. Kapur's experience portfolio has several products / category launches to his credit including Digital multi tasking products in Xerox, Electronic Typewriters in Network & Telecom OSS products in international markets. He has had a wide exposure in technology, telecom & office automation industries.

Mr. Kapur held senior positions in Xerox where he spent eleven years – both in India & overseas. He rose to become the youngest Executive Director (Copiers Division), where he was responsible for overall Copiers business of Modi Xerox, which accounted for 70% of the company's revenue. He was also instrumental in making Xerox a market leader in India with over 65% market share.

In 1998, he joined Usha Martin Telekom Limited as a Managing Director & CEO and proved himself to be instrumental in making UMTL the market leader in less than twelve months from his joining the operations. He subsequently led the very successful & remunerative trade sale of this organization to Hutchison Whampoa in an all cash deal. This transaction was recorded as one of the top ten mergers & acquisition for the year. Subsequently, he took over as the group CEO of Usha Martin Infotech and was responsible for creating a successful joint venture with Samsung group for their captive software needs.

He holds several key industry positions, notable among them being the position of Founder President of Office Automation Association of India, Member of Strategic Leadership Forum, Chicago, Illinois and Certified TQM (Total Quality Management) Practitioner from JUSE, Japan.

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