

KOUSHIK SUNDARAM KAILASH

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PROFESSIONAL EXPERIENCE

Managing Partner | Sri Sundaramuthu Traders, Coimbatore, Tamil Nadu, India 2025 – Present

Previously Team Lead, Business Operations & Finance | 2022–2025

- Took on operational and financial responsibility during a period when turnover had fallen from approximately INR 14 crore to INR 5 crore, helping stabilize cash flow and execution.
- Contributed to revenue growth from INR 5 crore in FY23–24 to INR 9 crore in FY24–25; the business is currently nearing INR 10 crore in FY25–26.
- Led refinancing discussions with a new bank, replacing a 13% OD structure with a 9% term-loan structure, securing fresh working-capital limits, and releasing excess collateral.
- Reduced machine turnaround time from 6 months to 3 months and supported a shift toward higher-value customers to improve margins.

Founder | Kajamuga Agri Firm, Coimbatore, Tamil Nadu, India 2021 – Present

- Founded a dairy venture from one cow and grew monthly revenue from approximately INR 18,000 to INR 1,00,000.
- Built a base of 20+ recurring family customers through word-of-mouth, particularly among households with newborn babies.
- Grew sales to approximately 40 liters per day while managing production, quality control, customer delivery, and local distribution.

Founder | Taanyak Solutions, Coimbatore, Tamil Nadu, India 2022 – Present

- Building an early-stage venture that helps SMEs replace manual workflows with self-hosted automation and operational systems.
- Built internal systems for Sri Sundaramuthu Traders that reduced software and hosting costs and lowered dependence on manual data entry.
- Developing monitoring and operational-efficiency workflows for a hospital, and improving work-order visibility and process tracking for Ganesh Engineering.

EDUCATION

PSG Institute of Technology and Applied Research, Coimbatore, Tamil Nadu, India 2016 – 2020

B.E., Mechanical Engineering - CGPA: 7.57/10

ACADEMIC PROJECTS

- **Bio-Toilet Project** – Designed an eco-friendly modified bio-toilet; presented to DRDO and filed a patent - Application No: 201841020766
 - **Compression Testing of 3D-Printed Metal Foams** – Simulated and analyzed mechanical performance using SimScale and Ansys, with Python-based data automation.
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ADDITIONAL INFORMATION

- **Technical Skills:** JavaScript, Node.js, Express.js, MongoDB, Docker, Portainer, ERPNext, n8n, Cloudflare, SolidWorks, Ansys
- **Strength:** Entrepreneurship, Operations Management, Reverse Engineering, AI Solutions, Product Strategy, Automation, Cross-Functional Leadership
- **Certifications:** Robotics, Self-Driving Cars, Python, Hydraulics & Vehicle Systems
- **Language:** English, Tamil

