

# Kerlink® Promotes Kuntal Desai to Lead Company's Continued Expansion in India

*New Head of Sales & Partner Engagement and Customer Support Engineer  
Round Out New Team at Indian Subsidiary*



## PRESS RELEASE

**Thornigné-Fouillard, France** and **Chennai, Tamil Nadu, India** – Feb. 16, 6:00 p.m. CET – [Kerlink](#) (AKLK – FR0013156007), a specialist in solutions dedicated to the Internet of Things (IoT), today announced a senior management change and new services team members to lead the company's continued expansion in India.



**Kuntal Desai**

**Kuntal Desai**, who has been director of Kerlink IoT Solutions division in India since 2017, will lead the subsidiary company, Kerlink IoT Solutions India Private Ltd. As the senior executive, he will manage and guide its expansion strategies and partnerships with channel partners, regional and national IoT system integrators and other IoT-focused businesses.

In his previous position, Desai played a leading role in establishing Kerlink in India by identifying high-growth potential markets and customers. He also ensured Kerlink's compliance with statutory and financial regulations.

He also serves as a partner with Bretagne Commerce International, a French association that supports French and Brittany companies in their international development.

Previous to this, he served as managing director of Patak's Foods India, in which he led the Britain-based Indian food company's operations in India, and as manager of Indian tea production and processing in plantations for Unilever Plantations Group.

Kerlink is a recognized leader in India's IoT infrastructure sector due to its relationship with [Tata Communications](#) and projects such as its smart-lighting and water-management projects with [CITILIGHT](#) and Havells.

"Kerlink's gateways are well positioned in India to take advantage of the heightened interest and demand in various IoT sectors such as smart metering, smart lighting, smart industry and smart buildings, as well as multiple enterprise applications," Desai said. "Kerlink's proven success in serving these market's will help fuel our continued growth in India."

Desai has a B.A. degree from Maharaja Sayajirao University and did his pre-graduate studies in science at St. Xavier's College in Mumbai.

"The growing expectation for a better quality of life has increased awareness of and demand for IoT solutions to improve air quality and energy use in India and around the world," said Yann Bauduin, Kerlink's chief sales officer. "LoRaWAN's stability along with Kerlink's proven infrastructure performance – and its new team – are well placed to take advantage of these opportunities."

## **Raj Yadav: Head of Sales & Partner Engagement India**

As head of sales and partner engagement, Yadav is responsible for managing relationships with Kerlink's regional equipment and services distributors, system integrators and value-added resellers. In that role, he also collaborates with sensor manufacturers and software companies to create joint customized solutions for customers. Based in New Delhi, Yadav founded and was CEO for 10 years of Aiuto Communications Pvt. Ltd., which provided connectivity solutions for voice, data and video in places where no network was available.

Prior to this he served as sales director at Icomera AB, a leading provider of integrated connectivity solutions for trains, trams, buses and coaches. He has a degree in computer technology from Nagpur University.

## **Sakshi Gupta: Customer Support Engineer**

In this position, Gupta will diagnose, troubleshoot and resolve customers' software problems and train them on software and hardware installation. She previously worked in helpdesk support for THATSIOT, a Delhi-based IT services vendor, where she supported Kerlink customers. She also worked on the technical support staff of 10xtech, which helps Indian companies migrate to next-generation technologies. Gupta holds a bachelor's degree in education and a master's degree in math from Kurukshetra University and a bachelor's degree in science from Kuk University.

*LoRa Alliance® and LoRaWAN® are marks used under license from the LoRa Alliance®*

## About Kerlink®

Kerlink® Group is a leading global provider of end-to-end connectivity solutions for designing, deploying, and operating public & private low power/wide area (LPWA) Internet of Things (IoT) networks. Its comprehensive product portfolio includes industrial-grade network equipment, best-of-breed network core, operations and management software, value-added applications and expert professional services, backed by strong R&D capabilities. More than 200,000 Kerlink® installations have been rolled out with over 350 clients in 70 countries, in all the key verticals. Kerlink® is a co-founder and board member of the LoRa Alliance® and the uCIFI Alliance™. It is listed on Euronext Growth Paris under the symbol ALCLK.

For more information, visit [www.kerlink.com](http://www.kerlink.com)

Kerlink®, Wirnet® and Wanesy® are registered trademarks of Kerlink® SA and its affiliates worldwide and must not be used without permission. All rights reserved.



**Financial Press Contact:**

Actifin  
Isabelle Dray  
+33 (0) 1 56 88 11 29  
[idray@actifin.fr](mailto:idray@actifin.fr)

**Investors Contact:**

Actifin  
Benjamin Lehari  
+33 (0)1 56 88 11 25  
[blehari@actifin.fr](mailto:blehari@actifin.fr)



**Business Analyst & Press Contact:**

Mahoney Lyle  
Sarah-Lyle Dampoux  
+33 (0) 6 74 93 23 47  
[sldampoux@mahoneylyle.com](mailto:sldampoux@mahoneylyle.com)

**Upcoming events**

**2022 Annual Results & Q1 2023 Revenue:**

**April 19, 2023, after market close**

[www.kerlink.com](http://www.kerlink.com)