



# WEATHERING THE TRUMPSTORM

**BUSINESS STRATEGY IN A  
TARIFF-FIRST WORLD**

**FEB** SATURDAY  
**21** 6.00 PM - 7.30 PM  
**2026** MMA MANAGEMENT CENTER



**Amb Ajay Bisaria, IFS (Retd)**  
Strategic Consultant, Author,  
Commentator on International Affairs

## SYNOPSIS

In an era where tariffs, trade barriers, and geopolitical realignments are reshaping global commerce, **“Weathering the Trumpstorm: Business Strategy in a Tariff-First World”** offers timely insights at the intersection of geopolitics, diplomacy, and corporate strategy. Drawing on Ambassador Ajay Bisaria’s three-decade diplomatic career spanning critical postings in Canada, Pakistan, Europe and major multilateral arenas, the session will explore how shifting trade orders influence strategic decision-making for Indian enterprises and global investors. Participants will gain clarity on navigating regulatory risks, understanding diplomatic drivers of trade policy, and leveraging geopolitical foresight to build resilient, future-ready business models in a world where tariff dynamics increasingly determine competitive advantage. Ambassador Bisaria’s perspectives as a strategic consultant and thought leader on international affairs will enrich the discussion on how organisations can thrive amid policy uncertainty and changing diplomatic landscapes.

# Programme

5:15 PM

Registration & Hi-Tea

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6:00 PM

Welcome Address

**Mr Venkatesh "Venki" Krishnamoorthy**

President, IIMC Alumni Association, Chennai Chapter &  
Founder & President , Maarga Systems

Introductory Remarks

**Mr K Mahalingam**

Immediate Past President MMA &  
Partner/Director, TSM Group of Companies

Address on "Weathering the Trumpstorm: Business Strategy in a  
Tariff-First World"

**Amb Ajay Bisaria, IFS (Retd)**

Strategic Consultant, Author,  
Commentator on International Affairs

Special Invitees in conversation with Amb Ajay Bisaria, IFS (Retd)

**Mr Rabindranath (Rabin) B**

CEO & Co-Founder, Quantrium

**Mr Jagannathan Narayanan**

Director and CEO, Fourth Dimension Technologies

**Mr Arjun Chakraverti**

Independent Consultant

Q&A

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7:30 PM

Vote of Thanks

**Gp. Capt. R Vijayakumar (Retd), VSM**

Executive Director, Madras Management Association

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7:35 PM

End of the program

## PROFILE



### **Amb Ajay Bisaria, IFS (Retd)**

Strategic Consultant, Author,  
Commentator on International Affairs

Ambassador Ajay Bisaria is a seasoned diplomat with over three decades of service in the Indian Foreign Service, having held key postings as India's High Commissioner to Canada and Pakistan, Ambassador to Poland and Lithuania, and senior roles in Berlin, Moscow, and World Bank. He also served as a close aide to Prime Minister Atal Bihari Vajpayee, contributing to pivotal economic and foreign policy initiatives.

His rich diplomatic career has equipped him with deep expertise in geopolitical strategy, international negotiations, and strategic advisory. Currently, he advises global businesses on navigating complex international environments, regulatory risks, and public policy. He works with multinational firms, private equity ventures, and sits on the boards of companies in sectors like sustainability and fintech.

Ambassador Bisaria is also a Distinguished Fellow at the Observer Research Foundation (ORF), where he focuses on economic diplomacy and regional affairs across South Asia, Europe, and North America. A published author and columnist, he writes widely on geopolitics, and his acclaimed book *Anger Management* explores the complexities of the India-Pakistan diplomatic relationship.

## PROFILE



### **Mr K Mahalingam**

Immediate Past President MMA &  
Partner/Director, TSM Group of Companies

A distinguished alumnus of NIT Trichy and IIM Calcutta, with over 35 years of experience, this transformative leader and impactful investor spearheaded T S Mahalingam & Sons into a respected South Indian automobile after-market brand. Under his leadership, the company diversified into financial services, real estate, and angel investing. As a pioneer, he revolutionized financial services by distributing third-party loan products in collaboration with Citi bank. An active investor and mentor, he guides operations for the Chennai Angels and is recognized as a go-to person for aspiring entrepreneurs seeking guidance, support, and funding.

## PROFILE



### **Mr Rabindranath (Rabin) B**

CEO & Co-Founder, Qantrium

Mr. Rabindranath (Rabin) B is currently building a world-class technology organisation with a talented team, using deep-tech to solve complex business problems. He is rolling out an AI platform for intelligent document understanding for the financial services and insurance industries, addressing challenging problems in US healthcare, exploring NLP and computer vision applications through a Labs initiative, and setting up advanced AI pipelines and scalable cloud infrastructure.

He is a Partner at Grey Matter & Greenbacks, an angel investing and mentoring firm founded by four senior professionals who were batchmates at IIM Calcutta, and also a Co-Founder of Fourth Dimension Software Systems India Pvt. Ltd.

He holds a B.E. from the Birla Institute of Technology and Science, Pilani, and an MBA from the Indian Institute of Management Calcutta.

## PROFILE



### **Mr Jagannathan Narayanan**

Director and CEO, Fourth Dimension Technologies

Mr Jagannathan is an experienced serial entrepreneur, having successfully invested in and established several enterprises. He has led Fourth Dimension Technologies Pvt. Ltd. for over three decades, during which it has grown into a reliable IT infrastructure services provider. Fourth Dimension specializes in Cloud Computing, Managed Services, and Managed Security Services, with operations in India and the USA.

He is focused on building a future-ready enterprise and currently helps global organizations, including non-profits, leverage technology to achieve business outcomes, reduce costs, improve customer service, and secure their data.

He co-founded a software product company that addresses the needs of the hospitality industry and is also an investor in a technology product company providing solutions and outsourced plan administration services to the retirement plan industry in the United States.

As a technology innovator, he believes that his company's solutions can strengthen critical infrastructure to impact enterprises as well as underprivileged communities. He consistently upholds values of empathy, transparency, and ethical business practices.

An active Rotarian, he contributes his time and resources to multiple social impact initiatives in areas such as care for the aged, youth empowerment, and community health. Passionate about philanthropy and community development, he works actively to improve societal welfare by addressing social challenges.

His contributions to society in India include supporting vocational training for school dropouts and helping establish a training college offering courses in electrical engineering, tailoring, nursing, and other skills, with assured job placements for students. He strongly believes in youth empowerment and supports a free residential facility for tribal children in Yelagiri, providing education, food, and accommodation. He also contributes time and resources toward care for the aged.

As a Past President of the Rotary Club, he has spearheaded numerous humanitarian and service projects that promote goodwill and social impact.

## PROFILE



### **Mr Arjun Chakraverti**

Independent Consultant

Mr Arjun Chakraverti has a degree in Economics from Delhi University and a PGDM from IIM Calcutta, graduating in 1985. Over the course of the next 16 years, Arjun worked in Marketing and General Management roles in several industries, including FMCG, Agricultural Inputs, Telecom and IT-enabled services in companies promoted or managed by Motorola, US West, British American Tobacco and Sime Darby, among others.

Among other notable assignments, Arjun anchored the transformation (1993-96) of the Farm Inputs Division at EID Parry Ltd. from a distribution-oriented operation to a market-driven operation. The methods he helped introduce at the time, saw EID Parry attain a leadership position in the market and have since been emulated by several other companies.

In 1996, he helped pioneer the telecom revolution in Maharashtra, heading the Sales, Marketing and Service Delivery functions at BPL US West Cellular where he oversaw the launch of cellular telephony into Maharashtra, including into rural areas. His stint (1998-2000) with the paging services operation of Motorola saw the introduction of several new technological innovations in the direction of enhanced service offerings to the customer.

In 2000, he was invited to join the revolutionary financial services portal, Netfinex as Chief Marketing Officer. Since 2001, Arjun has been a full-time Management Consultant, advising corporations in India and abroad on matters pertaining to Strategy, Marketing and integration issues. Given the number of start-ups that he was associated with during his career, he also takes an active role in advising start-ups, especially in the Technology Industry. Since 2004, Arjun has been involved in Management Education. He has been associated with Great Lakes Institute of Management since shortly after its inception in 2004 where, among other things, he teaches Technology Marketing.

Since 2006, he has also been associated in an honorary capacity with NGO initiatives in rural Tamil Nadu, focusing mainly on the development of entrepreneurship among the most marginalized sections of rural society.

## PROFILE



### **Mr Venkatesh "Venki" Krishnamoorthy**

President, IIMC Alumni Association, Chennai Chapter &  
Founder & President , Maarga Systems

Venki is an entrepreneur with a long stint in delivering business solutions utilizing best talent across different parts of the globe. Starting his career with Wipro (one of India's largest Information Technology companies) in its channel marketing function, Venki has spent 19+ years in marketing, business development, operations and consulting functions.

Venki is the founder of Maarga Systems - an organization with a focus on delivering RPA, workflow, business process, collaborative solutions using UI Path, Lotus Notes, Domino, SharePoint, PowerApps. Venki's extensive work with multiple customers and with the visionaries who shape technology, give him a vantage position to help enterprises leverage collaborative and Web 2.0 technologies to transform team and enterprise workflows and collaboration.

Specialties: Enterprise Applications, RPA, Global Delivery Models, Lotus Notes, Domino, SharePoint, PowerApps

# CONNECT WITH MMA



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## MADRAS MANAGEMENT ASSOCIATION



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