



Raj Kumar Paramanathan
Managing Partner, CnetG Asia & IRC

P. Raj Kumar is the Founding Partner of CnetG Asia. Prior to founding CnetG in 2001, Raj Kumar worked in projects management in Siemens Power Generation Asia Pacific, where he built extensive experience in general management, project management, procurement and vendor development, and commercial.

Over the last 18 years, Raj has recruited for global privately-owned or family-owned local and multinational companies in energy, engineering and construction, manufacturing, industrial and aviation. Given the global reach through IRC, Raj and his team search for Malaysian talents abroad and in some cases, expats who have previous experience working in SEA.

In energy, engineering and construction, Raj's experience spans several sectors including floating production systems, conventional oil platforms, refinery and petrochemical to infrastructure and highway projects. Specific clients range from local to FORTUNE 500 companies for whom he has recruited Vice Presidents, Country Manager, General Managers, General Counsel, Head of Audits as well as functional leaders in projects, finance, manufacturing and operations, information technology, business development and strategy, and marketing and sales. Entrepreneurial-led companies require different traits of leaders and Raj assisted clients in identifying top senior executives to help steer the companies to greater heights.

Raj expounds the virtues of specific leadership traits based on the context of the hiring, the phase of the business and, its culture and environment. He has advised clients on blind spots and alternative approaches to difficult hiring.

Raj obtained his Master of Science Degree in Quality and Productivity Improvement at Universiti Kebangsaan Malaysia and a Bachelor's Degree in Science, with Major in Statistics at the same university.