

# Prasad Karunakaran

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## Executive Summary

- Seasoned executive with 25 years' experience building businesses across multiple sectors including education, technology consulting, renewable energy, and heavy manufacturing.
- Passionate entrepreneur, technologist, maker, and STEM education advocate with over twenty years of experience in the tech industry.
- An entrepreneurial CXO with extensive leadership across technology, public policy, and economic development.
- Demonstrated ability to drive innovation, guide startups from inception through growth, and lead multi-stakeholder initiatives.
- Enjoys taking projects from concept to a mature model and generating partnerships, customer relationships, and internal protocols necessary for project execution.
- Recognized for community service and board leadership in complex policy environments.

## Career Highlights

### Consulting Partner, Zenyon - Fulton, MD | 2015 - Present

- Provides cross-functional consulting and outsourced CEO/COO services to start-ups, small and medium-sized businesses, or businesses in transition processes.
- Services include management consulting, project management, information management, IT consulting, nonprofit consulting, educational consulting, change management, executive coaching, corporate training, contract negotiation support, and team/system development and training.
- Specializes as a Government Relations Specialist, guiding small government contractors toward sustainable business growth through acquisition and organic strategies, and leveraging relationships with key congressional offices.
- Formed a joint venture, Coal Forge Tactical, with a prominent tactical training facility to diversify their 750-acre property into drone training and drone counter-intelligence training.
- Provided a local real estate development company with their core technology strategy for social media campaigns and back-office technology infrastructure.
- Provided consulting services for back-office automation for a mental health start-up, including a 5-year growth strategy, and developed Business Models Canvas and Value Proposition models using the lean startup methodology.
- Created and executed the action plan for a Mid-Atlantic based Robotics Competition organizer to conduct a multi-day competition safely following CDC recommendations during the COVID-19 pandemic.
- Created and designed a small robot-building course & curriculum that could be taught remotely for middle and high school students during the COVID-19 pandemic, aligned to both Virginia and National Science Standards.

### Founder, Hackground - Fulton, MD | Sept 2014 – June 2021

- Created, conceptualized, and executed Hackground, a social impact education startup seeking to

popularize and demystify STEM education in partnership with school systems in Maryland.

- Enrolled over 550 students since 2014, including developing curriculum, executing partnerships, and building a successful business model.
- Created and established a successful partnership with the Howard County Public School System (HCPSS) to enroll and educate K-12 students in multiple programs.

#### **President, Zenyon - Washington, DC | 1997-2014**

- Built the IT consulting firm, securing multiyear consulting contracts with Monumental Life Insurance, Aegon Insurance, and Verizon.
- Instrumental in developing a web-based compensation system for Verizon's sales team.
- Developed web-based and client-server software for administering Medicare Supplemental insurance products for Monumental Life and Aegon Insurance Companies.
- Created a Federal Government Division and built a Federal Consulting business by securing multiyear contracts with DHS, NIH, GSA, OPM, as well as subcontracts with federal prime contractors.
- Managed the migration of USCIS citizenship application data across multiple USCIS data centers.
- Zenyon staff were part of multiple software development teams at DOD Health Affairs, Department of State, and NIH.
- Zenyon team managed the data center for the Office of Personnel Management (OPM) that maintained all US civilian employee security clearances and background investigations on IBM z/OS mainframe computers.
- Successfully exited the business with a sale.

#### **Founder, NADICOM - Washington, DC | 2010-2014**

- Established NADICOM as a startup to manufacture components for the emerging renewable energy sector.
- Conceptualized a ductile iron foundry to build wind turbine castings with a Spanish-US collaboration.
- Pitched and met governors in multiple states, including Ohio, Iowa, Oklahoma, North Carolina, and Michigan.
- Negotiated incentive packages and selected Iowa City for factory placement.
- Signed collaboration agreements and strategic technology partnerships with Sakana Foundries (Spain), Soraluce (Spain), IMF (Italy), and Inductotherm USA.
- Ultimately closed down due to a shift in Government policy.

#### **Executive Vice President - North American Operations, Emirates Techno Casting - Sharjah, UAE | 2008-2009**

- Recruited by the CEO to begin a North American division to sell Valve casting in the USA, Canada, and Mexico.
- Secured initial customers including Cameron Valves, Stream Flo, Master Flo, Flowserve, and Tyco.
- Exited following a successful \$400M acquisition by TYCO.

## Core Competencies

- Executive Leadership & Strategy
- Business Development & M&A
- Start-Up CEO & New Venture Development
- Strategic Partnerships & Cross-Sector Partnerships
- Innovation & Tech Enablement
- Extensive knowledge of current technologies and skillful at adapting to changes as new systems become available.
- Agile management style that empowers team members to maximize their skillsets.
- Strong decision-making and data analysis skills.
- Proven ability to generate big ideas and make them a reality.

## Functional Expertise

- Program Strategy and Execution across Government and Private Sectors
- Execution and Delivery of Complex Projects, including government stakeholders
- Expertise in implementing cross-functional automation systems, enterprise software, and manufacturing systems.
- Information Management & IT Consulting
- Government Contracting
- Renewable Energy, Additive Manufacturing, 3D Printing, Robotics, and Creation of Makerspaces.
- Project Management
- Contract Negotiation Support
- New Venture Development and Startup Incubation
- Research and Publication: Public Finance, Entrepreneurship, and Education
- Technology and Software Knowledge: Open source tools for Robotics (Java/Tensor Flow, ROS, Python), Microsoft OS/Linux OS.
- Hardware Knowledge: Raspberry Pi/NVIDIA Jetson/Arduino Microcontroller/Lego EV3.

## Professional Skills

### Team Development

- Team Development & Training
- Mentorship Programs and Talent Development
- Board Engagement and Organizational Culture Building
- Passionate about the training and development of high performing teams.
- Strong communication skills provide support and supervision without micromanaging.
- Focus on negotiation and teamwork ensures all staff members contribute equally in a respectful environment.

### Execution & Delivery

- Rapid Scaling of Operations and Systems
- Stakeholder Alignment and Resource Allocation
- Proven experience in developing business plans and raising capital.

## Education

- The Wharton School (2012) - Finance and Accounting for the Non-Financial Manager
- University of Maryland Eastern Shore (1995) - M.S. Computer Science
- Manipal Institute of Technology (1990) - B.S. Architecture

## Community & Leadership

- Board Member, FIRST Chesapeake, the program partner for FIRST Robotics for MD, DC, VA regions (June 2024 - Present)
- Board Member, Chair, Howard County Workforce Development Board (Dec 2021 – July 2025)
- Board Member, ACIDD Maryland (2014-2021)
- Co-Chair, Howard County Public School GT Outreach program (2012)
- Instructor - Intersession, Johns Hopkins University, Homewood Campus - (Dec 2019 - 2020) Teach Tech and Entrepreneurship Class during (Winter 2019)