

Vijay Jain's telecom journey began in 2002, when he joined Bharti Airtel as circle head, supply chain. In this role, he looked after partner management for mobile networks. In 2008, Jain was appointed regional operations head at Bharti Infratel, where he dealt with the intricacies of business and operational roles. "As regional operations head, I managed the difficult geographies of Bihar and the Northeast. Improving the operational and business KPIs of these regions was a big challenge. I had to build a strong team and improve customer satisfaction. The challenges faced during this journey has made it one of the most exciting and memorable assignment for me," he says.

Jain joined Tower Vision India in 2014 as a business and commercial head and gradually moved to his current role of Tower Vision's COO. His current responsibilities include execution of the annual business plan and management of the company's operations across 18 telecom circles.

As for his outlook for the Indian telecom industry, Jain believes that the worst phase is over as operator consolidation is complete. Thus the industry is poised to grow in times to come. Going forward, a multifold increase in data consumption and a consequent increase in 4G sites will compensate for the loss of tenancies and bring revenues to infrastructure providers (IPs). New opportunities such as the creation of infrastructure for outdoor/ indoor small cell sites, in-building solutions, fibre-to-the-home and fiberisation of towers will be opened up. "The Digital India project has paved way for IPs to create new telecom infrastructure in smart cities, participate in roll-out of the Universal Service Obligation-funded sites and provide telecom infrastructure in untapped geographies." Prior to this, Jain has worked with Samtel Colour Limited and Xerox India in sales and business development. A rich experience of over three decades in multi-functional roles has helped him become a better professional in his field. He tries to maintain transparency in his work and articulates the vision of the company at every level. He believes in honesty, hard work and commitment to work ethics.

He is an electronics and communication engineer from Delhi College of Engineering. He has undertaken various management programmes and trainings at Wharton University and Indian School of Business. He likes to spend his spare time with family and friends, playing and watching cricket, and reading. His family comprises his wife, who is a homeopathic doctor, and their two children.

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