



Name: Tanay Kumar Sil

Designation: Head - Business Development – Industry

Company: B&R Industrial Automation Pvt. Ltd.

Tanay is keen on challenging the status quo by constantly understanding and improving the business needs of the customer, Tanay believes in use of Industrial Automation to deliver the value in B2B market processes.

Tanay has worked in Industrial Automation for various Industrial sectors, gaining knowledge in both technical and sales domain. With providing automation solutions for various sectors as the core skill, Tanay is a practitioner of "Customer oriented approach". In B&R Industrial Automation, as a part of business development, Tanay helps the business executives to understand, create and deliver the value of Industrial Automation solutions for their businesses.

Tanay has successfully completed Bachelor of Engineering from Pune University in Instrumentation & Control and currently pursuing Executive Post graduation from IIM, Kozhikode.

Prior to B&R Industrial Automation, Tanay was associated with companies like Rockwell Automation, Siemens, Phoenix Contact and Sartorius Stedim Ltd.