

## **Profile of Dr. Venkateswaran Raman**

**Mobile: +44 7508488972 / +91 9845471801**

**E-mail: [ramanvenkateswaran\\_r@rediffmail.com](mailto:ramanvenkateswaran_r@rediffmail.com)**

**Dr. Venkateswaran Raman**

**M.Sc., MBA., MTM., PGDMM., PhD.**

**Experience Highlights: 34+ years of commercial business operations work experience including strategic global business management consulting functions in the Aviation/Airline/Travel/Tourism/Hospitality/Technology/Financial and Professional Business Services/Further and Higher Education industry verticals.**

**Successfully completed 400 professional certifications spanning key domains including Travel & Tourism, Hospitality, Financial Services, Information Technology, Soft Skills, Logistics and Business Management. This journey has equipped me with diverse expertise to drive innovation and leadership in dynamic industries.**

**A person of eminence with excellent industry connects skills development and students' progression experience.**

**10+ years' experience as Chief Commercial Officer and Company Board Member, Vibes Air Services Private Limited.**

**Vice-Chairman, The National Aviation Research Forum (NARF), Bengaluru Chapter, India.**

**23 years of**

**teaching/tutoring/training/coaching/mentoring/guiding/consulting/ counselling and further/higher education advisory experience as a University Professor in Practice, Senior Trainer/Instructor and Academic Member Board of Studies in**

**Aviation/Airline/Travel/Tourism/Hospitality/Business Management.**

**Chief Mentor, Paper Setter, Examiner and Member, Education Task Force, Department of Technical Education, Government of Karnataka, India.**

### **Employment Scan:**

**Indian Airlines Limited:**

**Dec'91-Dec'98 TRAFFIC ASSISTANT**

**Dec'98-Dec'01 SENIOR TRAFFIC ASSISTANT**

**Dec'01-Nov'07 TRAFFIC SUPERINTENDENT**

**Air India Limited:**

**Nov'07-Oct'15 OFFICER COMMERCIAL**

**Vibes Air Services Private Limited, United Kingdom and India:  
Feb'16 – To Present  
Chief Commercial Officer and Company Board Member.**

**Brief Profile / Citation on the work done by this person:**

**34+ years of extensive commercial business operations functions including strategic business management consulting work experience in the Aviation/Airline/Travel/Tourism/Hospitality/Financial and Professional Business Services/Technology/Further and Higher Education verticals.**

- **M.Sc., MBA., MTM., PhD. Advanced degree qualifications in Mathematics, Business Administration and Management.**
- **13+ years of progressive leadership in corporate strategy, infrastructure development and management consulting.**
- **10+ years at the executive level within energy, utilities, infrastructure, or capital-intensive industries.**
- **Proven experience leading multi-billion-dollar strategic initiatives.**
- **Strong financial modelling and capital allocation expertise.**
- **Deep understanding of renewable energy and global policy frameworks.**
- **Experience working directly with Boards and institutional investors.**
- **Demonstrated success executing M&A transactions.**

**Personal Capabilities and Qualifications:**

- **Long-term visionary thinker with analytical discipline.**
- **Executive presence and strong Board-level communication capability.**
- **Commercial acumen aligned with infrastructure investment cycles.**
- **High resilience in volatile regulatory and commodity environments.**
- **Data-driven strategic decision-making mindset.**
- **Cross-functional leadership influence across engineering and finance teams.**
- **Global perspective with geopolitical awareness.**
- **Strong governance and ethical orientation.**
- **High-accountability role tied to enterprise growth and valuation metrics.**
- **Frequent engagement with investors, regulators, and global partners.**
- **Fast-paced energy transition environment.**
- **Executive-level reporting to the Board and institutional stakeholders.**

**Essential Duties and Responsibilities:**

- **Define and execute a multi-year global corporate strategy aligned with energy transition goals.**

- Lead enterprise strategic planning cycles and capital prioritization frameworks.
- Conduct global market analysis across renewable technologies and infrastructure sectors.
- Identify new growth markets, joint ventures, and international expansion opportunities.
- Guide portfolio optimization across wind, hydrogen, storage, and grid assets.
- Lead strategic due diligence for M&A and infrastructure acquisitions.
- Develop scenario modelling aligned with regulatory, commodity, and geopolitical shifts.
- Align enterprise OKRs with long-term value creation objectives.
- Oversee competitive intelligence and macroeconomic analysis initiatives.
- Present strategic roadmaps and performance updates to Board of Directors.
- Strengthen strategic partnerships with institutional investors and sovereign funds.
- Collaborate with Finance on capital markets positioning and valuation strategy.

**Strategic Support:**

- Advise the CEO on enterprise positioning in evolving energy policy landscapes.
- Support entry into emerging decarbonization markets.
- Align strategy with ESG commitments and sustainability targets.
- Contribute to public-market readiness or investor narrative development.
- Guide enterprise transformation toward digital energy infrastructure.
- Strengthen the regulatory and government stakeholder engagement strategy.

**I am currently holding a valid multiple entry US B1/B2 VISA till April 2032. Based on my US Professional Doctorate Degree qualification in Management and Master's Degree in Science (Mathematics) and Bachelor's Degree in Science (Electronics/Mathematics/Physics) STEM qualifications, I am also eligible to apply for a fast-track US employer sponsored Global Talent or Person of Outstanding Ability or Highly Skilled Worker EB-1 or O1 VISA / Work Permit.**

**KEY CHARACTERISTICS: Flexible – Inclusive - Excellent Communicator – Trustworthy – Polished - High Integrity – Transparent - Team Player. Outgoing – Engaging – Collaborative - Team leader – Professional - Open Good Communicator - Detail Oriented - Consensus Builder.**

**Ability to build relationships with internal and external clients throughout all levels of the organization. An enthusiastic networker and effective communicator & team leader, combined with a detail-oriented attitude with ability to interact effectively.**

**23 years of extensive work experience in teaching/ tutoring/training/coaching/mentoring/guiding/consulting/counselling and further/higher education advisory experience as a University Professor,**

**Senior Corporate Trainer/Instructor/Tutor and University Academic Member, Board of Studies in Aviation/Tourism and Travel Management.**

**Chief Programme Coordinator, Mentor, Paper Setter, Examiner and Academic Member, Education Task Force, Department of Technical Education, Government of Karnataka.**

**Professional Description:**

**A seasoned Chief Commercial Officer and Company Board Member with 34+ years of rich experience in Aviation/Aerospace/Travel/Tourism/Hospitality/Technology/Business Management Consulting/Financial and Professional Services/Further and Higher Education Industry verticals.**

**Major experience in heading Sales/Marketing/Business Development with niche market segments across all cross sections of demographic profile. Extensive experience in setting up and managing business operations which require a deep understanding of critical business drivers in multiple markets and industries. Highly successful in building relationships with key decision makers.**

**Trainings and Educational/Academic/Professional Qualifications:**

**Doctor Of Excellence Degree in Management PhD. (USA).**

**Master's Degree in Tourism Management (MTM).**

**Master's Degree in Business Administration (MBA Marketing and HR Management).**

**Master's Degree in Science (M.Sc. Mathematics).**

**Post Graduate Certificate from Travel Uni.**

**Post Graduate Diploma in Marketing Management (PGDMM).**

**Bachelor's Degree in Science (B.Sc. Electronics/Mathematics/Physics).**

**Google Certified Digital Marketing Professional (Digital Unlocked Qualification).**

**HubSpot Academy Professionally Certified in SEO, Digital Marketing, Service Hub Software, Sales, Marketing and Content Hub Software, Data Integrations,**

**Revenue Operations, Sales Management, Digital Advertising, Social Media Marketing, Inbound Marketing, Content Marketing and Email Marketing. Certified International Tourism/Travel Specialist Accreditations.**

**TBO Academy Certified Travel Consultant, VISA Management, Flight Planner and Travel Insurance Specialist accreditations.**

**Swiss Travel System Excellence Expert Diploma Certificate (Tourism and Travel Switzerland).**

**Certified Travel Uni Master and Post Graduate Certificates.**

**Certified Norway Expert Diploma from Norwegian Tourism Board.**

**Certified South African Specialist accreditation.**

**Certified Jumeirah Beacon.**

**TBO Academy and STB Certified Singapore Destination Specialist accreditation.**

**Certified New Orleans Travel Professional, USA.**

**Certified Air India - SATS Airline CSM and Airport Handling Instructor/Trainer.**

**Certified Lean Six Sigma Black and Green Belts (Accredited) from SSAA and AIGPE.**

**Certified Leader and Strategic Kaizen from Franklin Templeton Academy, India.**

**Alison Certified In Agile Project Management and Prince Version 2.**

**Certified Project Management Expert: Tools (Accredited) from SSAA.**

**BSI Ireland Certified International Trade Logistics Specialist (CITLS).**

**Certified Management Development Programme (MDP) from XLRI Jamshedpur.**

**UK BCS Business Analysis/Project Programme Management/Data Information Protection and Governance Practitioner Instructor/Trainer.**

**TBO Academy Certified in Cybersecurity in Business.**

**HP Life Certified in Customer Experience (CX) for Business Success, Critical Thinking in the AI Era, Data Science & Analytics, AI for Business Professionals Agile Project Management, IT for Business Success, Inventory Management,**

**Effective Leadership, Customer Relationship Management (CRM),  
Introduction to Cybersecurity Awareness and 3D Printing.**

**CISCO Network Academy Certified in Digital Awareness, Introduction to Cybersecurity, Endpoint Security, Introduction to Data Science, Introduction to IoT and Digital Transformation, Networking Basics, Introduction to Modern AI, Ethical Hacking, C++ Essentials 1, Python Essentials 1, Computer Hardware and Operating Systems Basics and Support, Network Defense, Hardware and Upgrade Support, Discovering Entrepreneurship and Managing a Business Venture.**

**Scrollwell Certified on Natural Language Processing (NLP) for Academic Research and Teaching.**

**Salesforce Badge earned in Generative AI Basics.**

**Google Cloud Silver League Badge earned in Introduction to Generative AI.**

**Google Cloud Silver League Badge earned in Gen AI: Beyond the Chatbot.**

**Google Cloud Silver League Badge earned in Gen AI: Unlock Foundational Concepts.**

**Google Cloud Silver League Badge earned in Gen AI: Navigate the Landscape.**

**Google Cloud Silver League Badge earned in Introduction to Large Language Models (LLM's).**

**Google Cloud Silver League Badge earned in Introduction to Responsible AI.**

**Google Cloud Silver League Badge earned in Machine Learning Operations (MLOps) for Generative AI.**

**Google Cloud Silver League Badge earned in Machine Learning Operations (MLOps) for Vertex AI: Model Evaluation.**

**IRDA Certified General Insurance /Life Insurance/Wealthsurance and Health Insurance Advisor and Financial Planner/Consultant.**

**NISM Certified in Financial Literacy, Mutual Funds Distribution and Online Dispute Resolution (ODR) Mechanism.**

**NCFE Certified in Professional Financial Services.**

**SEBI Investor Certified Financial Professional.**

**American Academy of Financial Management (AAFMM) Certified Hybrid Funds Specialist accreditation.**

**UK HM Government Certified in Prevent Awareness.**

**Florence Academy Certified in Safeguarding Adults Level 1 & 2 (Adult Support and Protection).**

**Florence Academy Certified in Safeguarding Children (Child Protection).**

**Strong knowledge of Lean Agile Methodologies such as Kanban, Scrum and Crystal frameworks.**

**Ab-Initio Training in reservations, ticketing, passenger facilitation, cargo movement, product knowledge and aircraft handling.**

**Real Time Reservation System (RTRS) of Speedwigs and SABRE network.**

**BABS – IBM Departure Control Systems (DCS). ARTICA / KRYSCOM/SITA PSS Reservation and DCS. AMADEUS / GALILEO / ABACUS / WORLDSPAN/BIRD GDS/ MARS / MACS / AIRFLITE SYSTEMS / ENCOM / CORE / POWEROLAP.**

**Interactive Voice Response System and Voice Recording Training.**

**Passed with distinction the ‘Basic Course’ conducted by Indian Airlines Commercial Training College.**

**Dangerous Goods Training Program conducted by IA Commercial Training College, Hyderabad.**





