

# Ram Subramanian

Hubli, Karnataka, India

## Industry:

- **Governance, Risk and Compliance Technology, USA, Active**
  - Founded and building tech solution for GRC.
- **Specialty Polymer Manufacturing, India, Active**
  - Founded and building IP research and manufacturing of specialty polymer compounds and additives specifically around low smoke and flame-retardant polymers.
  - Specializing on cable and wireless industry end usage.
  - Catering to the North American market currently.
- **Treasury Consulting Services, USA, Active**
  - Founded and running consulting and advisory services in the areas of product structuring, risk assessment and accounting for investment banks.
  - 7 of the top 10 Investment banks in US are customers.
  - 3 of the top 5 Investment banks in Europe are customers.
- **Supply Chain Technology, USA, Exited**
  - Founded and built an Enterprise supply chain management solution with emphasis on planning, logistics and procurement.
  - Purpose built as a pure SaaS play to fill the product gaps of a leading global ERP player with significant market share.
- **Retirement Home, India, Exited**
  - Founded and built multi-location retirement homes.
- **People Technology, USA, Exited**
  - Founded and built an Enterprise employee life-cycle management software with emphasis on people bridging the business execution gap.
  - Built as a pure SaaS play.
- **Treasury and Capital Markets Software, USA, Exited**
  - Founded and built a fully integrated front-to-back OTC derivatives solution to help banks strengthen the straight through processes needed to support and manage capital market activities.
- **Agri and Agri Manufacturing, India, Exited**
  - Built agriculture land bank; focused on growing chilies.
  - Added oil (oleoresin) extraction unit.

## Mentoring:

- **Startup domains:** IT Services, ESG, PeopleTech, MedTech, FoodTech, Automotive Servicing, Insurance.
- **Focus areas:** Revenue Growth, Hiring, Funding, M&A.

## Teaching:

Adjunct faculty at various institutions in the following subjects:

- **Technology:** Data Structures and Algorithms, NoSQL Database Management.
- **Management:** Entrepreneurship, Innovation, Customer Relationship Management, Financial Modelling, Financial Derivatives, Organization Behaviour, Strategic Management.
- **Law:** Contract Law.
- **Startup workshops:** Go-To-Market, B2B Sales, Hiring, Exit, Funding, Product Management, UI/UX, Customer Success, Leadership Management, Tier 2 city advantages.
- **General workshops:** Industry expectations vs skill building, Capability Building.

## Education:

- **Bachelors Degree in Electrical and Electronics Engineering** B V Bhoomaraddi College of Engineering and Technology, Hubli, Karnataka University, India.
- **Masters Degree in Quantitative Business Economics** Daniels School of Business, Purdue University, Indianapolis, USA.
- **Master of Business Laws** National Law School of India University, Bengaluru, India.