



# Rahuvaran Pathmanathan



## PERSONAL INFO

Name	Rahuvaran Pathmanathan (Varan)	
Birthday	29. November 1986	Myers Briggs: ENTJ
Nationality	Danish	DISC: iD (Action   Enthusiasm   Results)
Current-Position:	Sales & Business Development Manager - FinTech	
Address	Øster Søgade 112, ST TH - DK 2100 København Ø	
Contact	☎ + (45) 2757 2032	✉ vp@cmp.as



## SUMMARY

Currently working as Sales Manager & Business Development responsible for FinTech in Capital Market Partners (cmp.as). Former Associate Director within Business Development in SAXO BANK. A short period management consultant in NNIT as management consultant. Prior to this 5 years experience from financial services working with IT, Business Development, Sales & Client Relationship in From Danske Bank. I hold a B.Sc. and M.Sc. in Informatics from Aalborg University (2009 & 2011), Denmark. Furthermore I am Certified Scrum Master (CSM) and Scrum Product Owner (CSPO). From my Master's thesis, three long-papers has both been published. Besides my full time job, I have my own marketing & design agency, Inwire, which focus on graphic design, visual identity online for SME's. Was selected as digital talent within the Danske Bank Group & enrolled on the talent programme - Driving Digital Disruption. Of volunteering activities, I was member of the employee board within Danske Bank C&I. Furthermore I am founder of NYA in Finansforbundet and have been member of the Danske Bank Graduate Board 2011-2012.



## WORK EXPERIENCE

01/2018 - present	<b>Capital Market Partners (Sales &amp; Business Development - FinTech)</b> Sales & Business Development Manager with a focus on Capital Market FinTechs & Fintechgration <a href="#">Sales</a>   <a href="#">Client Relationship</a>   <a href="#">FinTech</a>   <a href="#">Fintechgration</a>   <a href="#">Strategy</a>   <a href="#">Innovation</a>   <a href="#">Concept Development</a>   <a href="#">Marketing</a>
03/2017 - 12/2017	<b>SAXO BANK - Business Development (Associate Director)</b> Development of SAXO BANK products and services, with focus on FINTECH, Corporate Entrepreneurship and Innovation <a href="#">FINTECH</a>   <a href="#">Corporate Entrepreneurship</a>   <a href="#">Business Strategy</a>   <a href="#">Concept &amp; Product Development</a>   <a href="#">Innovation</a>   <a href="#">Democratization</a>
09/2016 - 02/2017	<b>NNIT - Management Consulting (Principal Consultant)</b> Helped clients manage the transformation needed to compete successfully in the emerging digital age. <a href="#">Consulting</a>   <a href="#">IT Transformation</a>   <a href="#">Advisory</a>   <a href="#">Strategy</a>   <a href="#">Problem Solving</a>   <a href="#">Business Analysis</a>   <a href="#">Innovation</a>   <a href="#">Digitalization</a>
04/2014 - 08/2016	<b>Danske Bank - Transaction Banking - Derivatives &amp; Securities Services (Senior Sales Manager)</b> Managed Sales & client relationship and offered transaction banking services to corporates & institutions in Scandinavia. <a href="#">Sales</a>   <a href="#">Client Relationship</a>   <a href="#">Concept &amp; Product Development</a>   <a href="#">Marketing</a>   <a href="#">Transaction Banking</a>   <a href="#">Post Trade Services</a>
06/2013 - 04/2014	<b>Danske Bank - Markets - Business Development (Project Manager)</b> Managed and developed three highly strategic services within transaction banking, under Post Trade Services. <a href="#">IT Strategy</a>   <a href="#">Product Development</a>   <a href="#">Project Management</a>   <a href="#">Innovation</a>   <a href="#">Task Management</a>   <a href="#">Test Coordination</a>
09/2011 - 05/2013	<b>Danske Bank - Markets - Trading IT Development (Task Manager &amp; Business Developer)</b> Worked on business development projects, analysed & developed in close relation with & within IT departments. <a href="#">Business Analysis</a>   <a href="#">Business Test</a>   <a href="#">Business Coordination</a>   <a href="#">Task Management</a>   <a href="#">User Experience</a>   <a href="#">ScrumMaster</a>
02/2008 - 06/2011	<b>Inwire Design (CEO)</b> Self-employed design company with a portfolio of over 50 different projects. Turnover +500.000 DKK in 12 years. <a href="#">HCI</a>   <a href="#">Mobile GUI</a>   <a href="#">Customer-Journeys</a>   <a href="#">Graphic Design</a>   <a href="#">Branding-Strategy</a>   <a href="#">User Experience</a>   <a href="#">Requirement Analysis</a>



## EDUCATION

04/2017 - 10/2017

### FinTech Academy 2017, Innovation Center Denmark - Silicon Valley

Self-paid participation on FinTech Academy 2017 - with a lot of focus on FinTech - Fintechgration in the Valley.  
Focus on RegTech and FinTech in Capital Markets

09/2009 - 06/2011

### Master (M.Sc.) in Informatics, Aalborg University, Denmark (Grade A/12)

Computer science and Information Technology with specialization in Human Computer Interaction.  
Major in: Mobile Persuasive Technology - Thesis: <http://www.informatiker.dk/thesis>

06/2010 - 12/2010

### Visiting Research Student, University of Melbourne, Australia (Grade A/12)

Research in Persuasive Technology - Smart Gardening Watering - systems  
Major in: Mobile Persuasive Technology

09/2006 - 07/2009

### Bachelor (B.Sc.) in Informatics, Aalborg University, Denmark (Grade B/10)

System Development | Usability | Evaluation | Prototyping | Graphic Design | User Experience | Mobile HCI | Idea-generation | Social Media | Web design | Web 2.0 | Estimation | Branding and identity | Interpersonal Communication & Organizational theory



## VOLUNTARY WORK

03/2016 - 08/2016

### Danske Bank C&I Employee Board (Boardmember)

Selected among 1500 employees to be a part of a newly established employee board across the Nordics to drive projects and initiatives towards the bank's 2020 Strategy. I work specifically with attraction & developing employees.  
Employee Satisfaction | Disruptive Initiatives | Bottom Up Approach | VoiceOfTheCustomer | Networking | Collaboration

12/2012 - 04/2014

### Finansforbundet - Network of Young Academics (Founder & boardmember)

Founder & boardmember of NYA - Network of Young Academics, which focuses on gathering young academics to networking and career-focused events across companies in the financial sector in Denmark.  
Concept Development | Innovation | Financial Sector Domain Knowledge | Career Focus | Networking | Personal Branding

09/2011- 09/2012

### Danske Graduate Board - Danske Bank (Boardmember)

Selected among the Danske Bank Graduates (2011/2012), to be boardmember and had the responsibility of planning professional as social events for graduates in Danske Bank, started 09/2011.  
Danske Bank Domain Knowledge | Graduate Networking | Social | Presentation | Graduate Day Planning | Linked-In

04/2010 - 08/2016

### NOVA Agentum (Agent & member)

Member & Nova Agent of the talentnetwork for the most talented students and young professionals within the fields of business, economy, engineering, IT, technology, and law. Rated AQ (9/10), BQ (9/10) & EQ (10/10)  
Networking | Personal Branding | Company Presentations | Case competition

02/2008 - 02/2011

### De Studerendes Erhvervskontakt (Boardmember & PR/Marketing-Strategy Coordinator)

Started as marketing & strategy coordinator, responsible for idea-generation and business development. Later PR-coordinator for a two day careerfair in Aalborg (DSE JobFair Aalborg 2009). Then member of the board, managing daily tasks in the office, furthermore was responsible for roll-out for new visual identity for the entire organization.  
Coordination | Business Strategy | Idea-generation | Workshop-facilitation | Brainstorming | Innovation | Marketing | Promotion | Branding | Communication | Estimation | PR | Press | Organization | Management | Administration



## INWIRE

2005 - present

### Inwire (CEO)

Inwire was established in 2005, with the aim to provide smaller as bigger companies web- and graphic design, with special focus on usability. During the last 8 years, Inwire created over 45 different projects. The company has a turnover over +500.000 DKK since it has been established. More information about the company is provided on [www.inwire.dk](http://www.inwire.dk)



## REFERENCES

Linked-IN

### Linked-IN

References can be found online, on my Linked-IN profile. Please visit: <https://www.linkedin.com/in/varanp/>