

# Suresh Patel

Director at BATNA MANAGEMENT & CONSULTING

London, , GB

A global senior executive with a focus on the International markets

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With a focus on International Business Development, Global Investments, Corporate Development, and Corporate Ventures. Suresh has more than 30 years of experience in Artificial Intelligence, STEM, Telecom, Virtual Reality, Satellite, Aviation, Digital Health, IoT, and Digital Security. Batna Management and Consulting help start-ups and leading companies that disrupt industries utilising innovation and new business models. We help your company solutions to grow subscribers and sustainable revenues. Suresh was a co-founder of Verdexus Inc., a boutique technology investment firm based in Toronto, Canada and London, UK. Prior to Verdexus, he was EMEA Head of Investment, Corporate Development, Strategy, and Venturing at Compaq Computer Corp. The remit included tech investments in all industry sectors, syndication of deals in technology, and incremental sales models in more than 100 countries involving both small and large transactions. Previous to Compaq he was a director of Netscape Communications Europe, responsible for sales and marketing in emerging markets working with Marc Andreessen and his management. Suresh has worked as an executive for IBM, HP, BMW, Apple, and Virgin. He also started a regional airline in Germany and worked for numerous NASDAQ listed Silicon Valley-based companies. Suresh has served as an advisory board member of Ernst & Young's (EY) European Technology group. Suresh holds a Dual Masters in Business from the Carlson School of Management, USA, and the Vienna University of Economics and Business in Austria.

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Keynote, Moderator, Panelist, Workshop, Host/MC, Corporate Training

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Telecommunications, Medical Devices, Capital Markets, Hospitality, Financial Services, Banking, Corporate Leadership, Computer Software, Computer Networking, Computer Hardware, Fund-Raising, VC and Private Equity, Alternative Dispute Resolution, Investment Banking, Energy, Corporate Training, Business Services, Aerospace, Oil and Gas, Airlines/Aviation

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Deal Structuring and Syndication, International, Securing Follow-On Investments and Trade Partners, Valuations of Tech Companies, Negotiating, Due Diligence Processes, Reporting and Compliance, Exit Planning and Consulting, Legal Term Sheet and Private Placement Agreements, Sales Leadership Training, Business Plan Execution, Market Analysis

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**?The Value of Regional vs Tourist VC Investors in the Emerging Europe?**

<https://www.seedstars.com/magazine/what-happened-cee-regional-summit-kyiv/>

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**"How to build a successful relationship between startups and VCs"**

4th European Semantic Technology Conference (ESTC), Vienna 2010

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**Vienna University of Economics & Business (Wirtschaftsuniversität Wien), Austria.**  
MBA Global

**University of Brighton, UK**  
Diploma Information Technology and Business Administration, Artificial Intelligence

**University of Minnesota. Carlson School of Business, USA**  
MBA Global

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