

VARAN PATHMANATHAN

WEALTH MANAGEMENT  **ESG**  **BUSINESSDEVELOPMENT**  **STRATEGY** 
COMMUNICATION  **USER EXPERIENCE**  **LEADERSHIP**  **FINTECH** 

I AM A CREATIVE PROFESSIONAL WITH OVER **14 YEARS OF EXPERIENCE IN INVESTMENT BANKING AND WEALTH MANAGEMENT**. I BEGAN MY CAREER AT **DANSKE BANK IN TREASURY IT** AND BUSINESS DEVELOPMENT WITHIN THE MARKETS DIVISION, THEN MOVED TO **SAXO BANK IN BUSINESS DEVELOPMENT**, WORKING WITH VARIOUS CAPITAL MARKET SYSTEMS.

SINCE 2018, I HAVE BEEN A MANAGEMENT CONSULTANT AT **CAPITAL MARKET PARTNERS** AND **VISIGON**, LEADING STRATEGIC IT PROJECTS FOR **BEC** AND **SDC**. AT BEC, I COLLABORATED WITH VARIOUS BANKS ON STRATEGIC PROCESSES FOR FUTURE CAPITAL MARKET SOLUTIONS. IN 2018 I CO-FOUNDED **MAKEIMPACT.IO**, ADVISING THE RETAIL SECTOR ON **SUSTAINABLE INVESTMENTS** WITH A FOCUS ON USER EXPERIENCE AND DIRECT INFRASTRUCTURE TO INTERACTIVE BROKERS, WHICH CREATED A DEEP KNOWHOW ON **EU TAXONOMY, SFDR & CSRD REGULATION**.

I LIVE IN COPENHAGEN WITH MY WIFE, GITTE, AND OUR TWO DAUGHTERS, MARTHA (8) AND AGATHE (6).

COLLEAGUES DESCRIBE ME AS ENTHUSIASTIC, PASSIONATE, AND HIGHLY TALENTED, WITH A STRONG SENSE OF HUMANITY.



CONSULTING EXPERIENCE

MANAGING DIRECTOR PURPOSE AGENCY

MANAGING SCALE-UP BUSINESSES WITH BUSINESS DEVELOPMENT, MARKETING, AND BRAND MANAGEMENT—BOTH OFFLINE AND DIGITAL, INCLUDING SOCIAL MEDIA.

#INNOVATION  #STRATEGY  #ESG  #UX  #BUSINESSDEVELOPMENT 

MANAGEMENT CONSULTANT SDC

ESG: I HELPED THE INVESTMENT MANAGEMENT DEPARTMENT WITH CONDUCTING BUSINESS ANALYSIS OF THE EU TAXONOMY IN RELATION TO THE SFDR – LEVEL II REGULATION. PLANNED AND EXECUTED ESG DATA PROCUREMENT PROCESS WITH SEVERAL DATA VENDORS. FURTHERMORE, I HELPED THE LEADERSHIP TEAM CONDUCTING A PLAYING TO WIN STRATEGY PROCESS.

SAXO BANK: IN THE SAXO BANK PROJECT, I CONDUCTED ANALYSIS, PLANNING, AND PROCESS MAPPING FOR THE MIGRATION OF ACCOUNTS AND INVESTMENTS FOR SDC BANKS, PRODUCING USER STORY MAPPINGS AND BPMN CHARTS TO ENSURE A SMOOTH TRANSITION.

#PROCESS MAPPING  #PROJECTMANAGEMENT  #ESG  #REGULATION 

BUSINESS DEVELOPMENT STRATEGY CONSULTANT BEC FINANCIAL TECHNOLOGIES

PLANNING AND EXECUTION OF THE BUSINESS STRATEGY PROCESS FOR THE SENIOR MANAGEMENT OF BEC'S BANKS, INCLUDING NYKREDIT, SPAR NORD INVESTMENT, AERBEJDERNES LANDSBANK & HANDELSBANKEN.

#BUSINESS DEVELOPMENT  #STRATEGY  #LEADERSHIP 

CORPORATE EXPERIENCE

SALES & BUSINESS DEVELOPER CAPITAL MARKET PARTNERS

WORKED AS SALES MANAGER AND BUSINESS DEVELOPMENT ASSOCIATE THE MANAGEMENT CONSULTANT AGENCY WITHIN CAPITAL MARKETS. I WAS RUNNING THEIR FINTECH UNIT, AND ESTABLISHED NETWORK AMONG INCUBENT BANKS AND FINTECHS WITHIN THE NORDIC INVESTMENT BANKING SECTOR.

#INNOVATION  #FINTECH  #BUSINESSDEVELOPMENT  #SALES 

ASSOCIATE DIRECTOR SAXO BANK

WORKED AS AD – ASSOciate DIRECTOR IN BUSINESS DEVELOPMENT, DEVELOPING AND IMPLEMENTING MUTUAL FUNDS ON SAXO BANKS INVESTMENT PLATFORM FOR RETAIL CUSTOMERS AS WELL AS CORPORATE WHITELABEL CLIENTS.

#INNOVATION  #FINTECH  #BUSDEVELOPMENT 

PRINCIPAL MANAGEMENT CONSULTANT NNIT

AS PRINCIPAL MANAGEMENT CONSULTANT I'VE MANAGED LARGER CORPORATE CLIENTS (PANDORA & LEO PHARMA) WITHIN BUSINESS DEVELOPMENT AND STRATEGY PROJECTS.

#CONSULTANCY  #STRATEGY  #BUSINESSDEVELOPMENT  #DIGITALIZATION 

SENIOR SALES & BUSINESS MANAGER DANSKE BANK

STARTED OFF AS IT GRADUATE (12 MONTHS), MOVED INTO BUSINESS DEV. WITHIN CAPITAL MARKETS AS BUSINESS DEVELOPER, WHERE I BUILT AND PROJECT MANAGED A B2B OFFERING TOWARDS CORPORATES & INSTITUTIONS, WHICH I LATER WAS SALES LEAD WITHIN AND SOLD THE OFFERING TO LARGER NORDIC INSTITUTIONS WITH AN ANNUAL DOUBLE-DIGIT MILLION PROFIT (DKK).

#INTRAPRENEUR  #STRATEGY  #BUSINESSDEVELOPMENT  #SALES  #CLIENTRELATIONS 



SHORT BIO

DATE OF BIRTH
29 NOVEMBER 1986 (37)

PLACE OF BIRTH
SKANDERBORG – DENMARK

NATIONALITY
DANISH

MARITAL STATUS
MARRIED

KIDS
MARTHA (8) + AGATHE (6)



EDUCATION



CLIMATE TECH ACCELERATOR
INNOVATION CENTER DENMARK – SILICON VALLEY
2023



FINTECH ACADEMY
INNOVATION CENTER DENMARK – SILICON VALLEY
2017-2018



MSc IN INFORMATION TECHNOLOGY
AALBORG UNIVERSITY / UNIVERSITY OF MELBOURNE
2010-2011



BSc IN INFORMATION TECHNOLOGY
AALBORG UNIVERSITY
2006-2009



ON-DEMAND



EXTERNAL LECTURER
DIS – STUDY ABROAD
2022 - 2023



SPEAKER
FINANSFORBUNDET
2018 - PRESENT



CONTACT



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DENMARK



2018 – NOW



2021 - 2023



2018-2020



2018



2017



2016



2011-2016