

Raj Nair

Raj Nair is an entrepreneur, a strategy consultant, a passionate innovator and a family man.

He is the Chairman of 4 professional services companies with 17 offices in the US, UK, Ireland, Singapore, Australia and India employing over 2200 professionals. These companies are known for innovation, quality and creative use of technology. Each one of them has won laurels in the global market not just in India, besides being commercially successful. **He is a strategy consultant who has worked across sectors for clients in India, South East Asia, Middle East, USA and the UK to develop ways to win in competitive markets, transforming organisations to cope with changes happening in the business environment. Digital Transformation is his passion**

- a. **Avalon Consulting** which has been ranked number 6 in Asia by Vault Ratings for leadership
- b. **Avalon Global Research** which does business research in 104 countries for clients located in 15 countries (US, Europe, UK, APAC, Africa, etc.)
- c. **Germin8 Solutions** provides social analytics through its proprietary technology platform using Artificial Intelligence. Germin8 has won awards from **Nasscom, ISpirit, etc.**
- d. **Ugam Solutions**
Ugam does marketing analytics for large US retailers and the top global consumer companies. **Forrester** has put Ugam at the top of their Global Analytics Pyramid.

Before venturing out on his own, he was a Merchant Banker at Grindlays Bank (and he even modelled for the bank for their national award-winning advertising campaign in 1975). He started his career at Murphy Ltd.in marketing.

Academics:

- He has graduated from IIT Bombay and IIM Ahmedabad. He also has a degree in law.

Other activities:

- He writes a widely circulated annual paper at the start of each year on the global economic and business prospects for the year ahead. In these he had predicted the crisis of 2008 in 2007, the oil price crash in 2018 and in 2014
- He has been, over the years, invited to speak at various conferences in India, USA, UK, ME and Singapore on diverse subjects ranging from global economics to the impact of future technologies on business, entrepreneurship and education.
- He is also on the Board of Directors/Advisory Board of some commercial and non-commercial organisations

- He is an active Charter Member of TiE and former Board member
- He mentors several young entrepreneurs in Mumbai.

Awards & Recognitions:

- Won many awards for academic performance over the years
- Distinguished Service Award conferred on him by IIT Bombay on Dec 25, 2016.
- He had the singular honour of delivering the prestigious ***Institute Lecture*** at IIT Bombay in August 2017 on how various technologies are going to shape the world in the next 10 years.