

AJIT VENKATRAMAN

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HIGHLIGHTS

- Co-founder of clinical management platform advancing senior care, using leading edge analytics and algorithms
 - Operations head of a global \$ 2 Billion multi-site automotive coatings business
 - MD Asia-Pacific \$400 MM Performance coatings business spanning 14 countries
 - COO of early-stage bio-based lubricants company – rapid technology scale-up
 - Built green-field manufacturing ventures in China and India based on LEAN manufacturing
 - Strong background in fertilizer and crop protection from operations and supply chain
 - Experience in scaling from early stage to pilot to commercial in several startups. Senior leader involved in strategy and fund raising.
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WORK EXPERIENCE

President and Co-founder, Spectator Health, 2019- present, La Jolla CA

Building a care management platform for senior care at facilities and homes powered by cutting edge analytics for improving care.

COO Fluids Manufacturing, Inc 2018- 2019, Mammoth Lakes, CA

Led design, construction and commissioning of a plant oils extraction facility including the building of the culture for world class manufacturing team.

COO Biosynthetic Technologies LLC, 2016- 2017, Irvine, CA

Led the development of engineering, manufacturing, supply chain, enterprise functions for an early stage bio-based lubricants company. Development of project financing structures, EPC contracts supplier and partner relationships. Key member of equity fund raising effort.

General Manager, CHS 2013- 2015, Inver Grove Heights, MN

Led the design, construction, commissioning and operation of a \$2.5 Billion Fertilizer complex. Leadership of FEED, selection and oversight of EPC contractor and building operations organization.

Independent Consultant Chemicals and Renewable Energy 2013 La Quinta, CA

Advisor to boards and management of companies in areas of strategy development, technology development, technology diligence and operations scale up.

Vice President of Engineering and Operations 2010-2012 Simbol Materials, Pleasanton, CA

Officer and member of Executive team of a start-up company developing Lithium products. Developed company strategy, business model and helped raise over \$50MM from investors. Led the process scale up from bench to pilot plant and design of commercial plant.

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WORK EXPERIENCE

DuPont Company 1979- 2010

Global Operations Director 2008-2010 DuPont Performance Coatings, Wilmington, DE
Led Operations/Supply Chain group of a \$2B business with 12 operating plants covering all aspects of Buy-Make-Deliver value chain. Responsible for Purchasing, IT, supply chain and manufacturing.

Managing Director Asia Pacific 2004-2008 DuPont Performance Coatings, Shanghai, China.
P&L responsibility for \$400MM diverse coatings business in 14 country region with multiple Joint Ventures and wholly owned sites. Responsible for strategy development and execution of all functions in business. Grew business from \$200MM to \$400MM over four years with localized manufacturing, JVs and acquisitions. Led site selection, construction and commissioning of a \$120 MM green-field plant in China and a \$40MM plant in India.

Plant Manager 2001-2004 DuPont Performance Coatings, Ft Madison, IA
Re-structured the workforce and increased productivity by 30% in a resins and ink manufacturing site. Awarded “Businessman of the year” by local government for strong community involvement.

Business Systems Manager 1997-2001 DuPont Performance Coatings, Front Royal, VA
Led ERP Project for a \$500MM multiple site business using SAP. Transformed business processes with innovative approaches and change management required for a successful start up

Business Improvement Consultant 1995-1997 DuPont Co, Wilmington, DE
Principal in house consultant for driving improvement in end to end value chains of diverse businesses.

Operations Superintendent 1992-1995 DuPont Imaging Products, Brevard, NC
Led the daily operations of a Film finishing plant with 300 employees. Responsible for driving competitive cost with multiple faceted program of technology and work practice improvements.

Materials Manager 1989-1992 DuPont Medical Products, Glasgow, DE
Responsible for supply chain for a \$500MM medical reagent manufacturing business. Led the implementation of an Oliver Wight certified **Class A MRPII** project that turned around business from “red to black”.

Total Quality Manager 1988-1989 DuPont Medical Products, Glasgow, DE

Production Supervisor/ Process Engineer 1979-1988 DuPont Agricultural Products, Houston, TX

EDUCATION

BS Chemical Engineering, Indian Institute of Technology Madras, India
MS Chemical Engineering, University of N. Dakota, Grand Forks, ND
APICS CPIM certified; Six Sigma GB certified

AWARDS

DuPont Engineering Excellence – Shanghai Greenfield Project 2008
Businessman of the year – Fort Madison, IA Chamber of Commerce 2003