



# DEEPAK NATARAJAN

ADJUNCT PROFESSOR- ENTREPRENEURSHIP & FAMILY  
ENTERPRISE, INSEAD

*Investor, Advisor & Board Member  
A Strategic Business Thinker on  
Marketing, Investment and Corporate Entrepreneurship*

# DEEPAK NATARAJAN

## about

Deepak Natarajan is a **technology industry veteran** whose career spans 35 years as a **venture capitalist, startup executive**, and as a **global marketing** and sales executive at pioneering companies across the technology spectrum - semiconductors, systems, wireless, software, and internet services.

For 8 years, Mr. Natarajan ran Intel Capital's SEA and ANZ operations from Singapore, and served on the **boards** of 10 Intel Capital portfolio companies.

Prior to this assignment, Mr. Natarajan spent 27 years in Silicon Valley and established a **track record of success** and **accomplishment** in a broad spectrum of **pioneering technology** companies including Sun Microsystems, Autodesk, Seeker Software, and Roamware.

As a **Managing Director** at Redwood Ventures and an EIR at Storm Ventures, Deepak served on the **Board Of Directors** and **Advisory Boards** of several **Silicon Valley start-ups**.



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## key facts

Currently ...

- Member, **Investment committee**, CapitalPitch Ventures Pte Ltd.
- **Adjunct Professor** of Entrepreneurship, INSEAD
- **Entrepreneur in Residence**, INSEAD
- Expert **speaker** and **moderator**

Formerly ...

- **Board Member** of 10 companies in Singapore, Malaysia, Vietnam, NZ, India
- **Investment Director**, SEA and ANZ, Intel Capital.
- **Vice President**, Marketing and Business Development, Roamware Inc.
- **Entrepreneur in Residence**, Storm Ventures
- **Venture Partner/ Managing Director**, Redwood Ventures.
- **Vice President**, Marketing and Business Development, Seeker Software.
- **Marketing** for Sun Microsystems, Autodesk and NetObjects
- **MBA** and a **Masters** in Mechanical Engineering from Berkeley, and a **Bachelors** in Mechanical Engineering from the University of Washington.

Flies from **Singapore**



## Sample speaking topics:

- Embracing corporate entrepreneurship as a competitive edge
- Corporate growth through innovation
- Emerging market investments in technology
- Assessing new investments and opportunities in communications and telecoms
- Reviewing investments in local businesses and evaluating their growth potential
- Determining market potential for investments

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## what people say

"Deepak Natarajan's keynote presentation on '**Intrapreneurship and Innovation Management**' was very well received by the attendees and some of his **novel insights** and **methods** have now been implemented at the newly independent Alcon."

Raj Narayanan, President Asia, **Alcon**

"Deepak Natarajan was a keynote speaker at an INSEAD executive education program on Innovation Management for a large Japanese conglomerate. His discussion on the impact of various **technologies** on the conglomerate's businesses, and the **business model innovations** that the company could adopt to take advantage of these 'disruptions' were very **insightful** and **well received** by the executives."

Professor Jay Kim, **INSEAD**

"Deepak Natarajan conducted a strategy workshop for VISA's senior sales teams in the Asia Pacific region. His **guidance** and **inputs** to the teams, as they devised key sales strategies for the diverse markets in the region, helped them to **think out of the box** and **challenged** them with a **growth mindset**."

Arun Bedi, Sales Operations and Enablement **VISA**



## Useful links for Deepak Natarajan:

- TIB Speaker Web Page >> [Go to Webpage](#)
- TIB Speaker Profile >> [Download PDF](#)
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