



Karthik Ranganathan

Senior Director of Global Operations

Karthik Ranganathan joined VIMANA in 2010. He was an early contributor to VIMANA's successful market entry and global growth. Karthik brings 15 years of experience in manufacturing, Industrial IoT solution delivery, and program management. He is passionate about helping customers and partners get real value from their operational data.

As the Senior Director of Global Operations, Karthik leads strategic customer and partner relationship engagements in Asia and Europe in his current role. He directs complex projects and manages long-term engagements, setting the strategy and delivering projects to expand customer value. Karthik's cross-functional collaboration with product development teams facilitates co-innovation, accelerating product feedback loops, expanding use case development that in turn takes stakeholder satisfaction to the next level. Karthik is committed to helping VIMANA's partners increase revenues and manufacturing OEMs improve their efficiency and flexibility.

In his prior role, Karthik was VIMANA's General Manager and Product Innovation leader for Asia. He directed customer engagement programs at scale, executing all program lifecycle phases from defining requirements, developing, and implementing project plans for customer success.

In the early days at VIMANA, Karthik led sales for the Asia Region. Karthik was a trailblazer of the Machine Monitoring and OEE market that evolved into today's Industrial Analytics market. He led the charge developing and implementing a sales strategy to acquire new customers and partners. Bringing together his consultative approach and his unbounded confidence in VIMANA's Smart Manufacturing analytics solutions, the business grew rapidly.

Before VIMANA, Karthik worked as an energy auditor and consultant for the Confederation of Indian Industry (CII). Karthik provided his clients' insight into their factory's energy efficiency, made recommendations on technology and process improvements to reduce costs and develop sustainable practices.

Karthik graduated from Anna University with a degree in Mechanical Engineering. He is a Certified Energy Auditor and received a Project Management Certificate from the [University of California, Irvine](#). He is currently pursuing a post-graduate diploma in digital business offered by Emeritus in collaboration with MIT Sloan & Columbia Business School Executive Education. Karthik resides in Chennai, India area with his wife and young son

