



# IVAN VENANTIUS

## CONTACT

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## EDUCATION

- 2006 - 2008  
CHARTERED INSTITUTE OF  
MANAGEMENT ACCOUNTANTS  
(CIMA) UK
  - Passed Finalist
- 1995 - 1999  
KAPLAN LONDON
  - Advanced Diploma MA –  
Accounting & Business  
Management

## SKILLS

- Finance & budgeting
- Negotiating and Influencing
- Stakeholder Management
- Leadership
- International Relations
- Programme Management
- Problem Solving
- Business Development
- Government Relations
- Event Management
- Research & Data Analysis
- Briefing and report writing

## PROFILE

Dynamic and results-driven Finance, International Trade and Business Development Professional with over 20 years of extensive experience. Specialized in providing comprehensive market and sector insights, identifying lucrative business opportunities and offering strategic advice & support to companies seeking to establish or expand their presence in the Middle East and Asia. Proficient in fostering Government-to-Government (G2G), Business-to-Government (B2G) and Business-to-Business (B2B) strategic engagements, driving collaboration and cultivating enduring partnerships for mutual growth and success.

## WORK EXPERIENCE

- British Embassy UAE** 10/2023 - 12/2023  
Programme Manager - COP28
  - Programme managed the engagement schedules for the Scottish Government, British Aviation, Treasury, and Education Ministers attending COP28 Dubai including briefings, logistics, and protocol requirements to ensure alignment with policy and delivery objectives.
  - Provided strategic advice and analysis to senior leadership, Ministerial teams, and stakeholders on key UAE interlocutors, contributing significantly to the successful attainment of UK government policy deliverables within the COP28 decarbonisation agenda.
  - Designed and developed an innovative and collaborative visit management system, streamlining operational procedures and increasing efficiency by 30%.
- British Embassy UAE** 02/2018 - 09/2023  
Trade & Investment Advisor
  - Established and nurtured strategic relationships with key government and commercial stakeholders within the UAE's transport sector, driving the identification of commercial opportunities and fostering bilateral partnerships with UK companies to achieve a 100% success rate in meeting export win targets annually.
  - Delivered market intelligence and strategic advice, playing a pivotal role in cultivating a long-term, profitable partnership between a prominent UK transport operator and a key entity in the UAE.
  - Collaborated with the UK's Department for Transport (DfT) to advise and execute impactful bilateral engagement programs, resulting in the successful establishment of a bilateral Memorandum of Understanding (MoU) with the UAE's Ministry of Energy and Infrastructure.
  - Advised members of the British Airport, Railway, and Mobility Industry Association, resulting in a notable 30% increase in exhibitors at trade exhibitions in the UAE.
  - Orchestrated a successful visit by a senior UAE Rail delegation to the UK in November 2021, resulting in three commercial wins for UK companies.
  - Led high-profile ministerial and trade delegation visits to the UAE, including the notable visits of the UK's Rail Minister, Transport Secretary and HRH Prince William during Expo 2020.

## COURSES

- Leadership & Decision Making
- Performance Management
- Effective Communication
- Conflict resolution
- Mental Health
- Project Management Essentials
- Export Finance
- Time Management
- First Aid & Fire Warden

## LANGUAGES

- English (Fluent)
- Urdu (intermediate)
- Hindi (intermediate)

## WORK EXPERIENCE CONTINUED

- **British Embassy UAE** 09/2010 - 02/2018  
Trade & Investment Advisor
  - Established and cultivated strategic relationships with key government and commercial stakeholders in the UAE's Infrastructure & Built Environment sector, driving the identification of commercial opportunities and fostering bilateral partnerships with UK companies.
  - Conducted in-depth research to identify high-value infrastructure development opportunities in the UAE. Facilitated engagement between British design, engineering, contracting, and supply chain companies, resulting in the successful negotiation of commercial contracts exceeding £100 million.
  - Initiated and executed an annual meet-the-buyer matchmaking event, enhancing collaboration between UK supply chain companies and UAE-based contractors and distributors. This initiative led to a notable 20% increase in product sourcing from the UK.
  - Collaborated with UK Export Finance to advise and implement impactful bilateral engagement programs. This effort resulted in the successful financing of three mixed-use development projects and the establishment of their representative office in the UAE.
  - Partnered with the UK's Infrastructure Projects Authority (IPA) to advise and deliver successful bilateral training partnership on Public-Private Partnership (PPP) programs and monitoring.
- **British Deputy High Commission Karachi** 08/2008 - 09/2010  
Deputy Director - Trade & Investment
  - Supported the Country Director in the development and implementation of the departments business Plan to promote trade and investment opportunities between Pakistan and the UK.
  - Led on the UK's Foreign Secretary, William Hague's bilateral engagements with key financial sector interlocutors as part of his visit to Pakistan in 2010 to promote bilateral partnerships within the financial services sector linked to privatisation and listing on the London Stock Exchange.
  - Led an inward mission from Pakistan's Alternative Energy Development Board and 4key private investors to the UK focused on sharing UK expertise in the renewable energy sector that facilitated the subsequent development of wind farms in the country.
- **British Deputy High Commission Karachi** 08/2006 - 08/2008  
Senior Trade & Investment Officer
  - Led on delivering bilateral events, visits, strategies and activities in Pakistan to foster business engagement & opportunities for the UK within the Financial Services sector.
  - Programme manager for The Lord Mayor of the City of London, Alderman John Stuttard and accompanying business delegation from the City's financial district to Karachi, Lahore & Islamabad in February 2007.
- **British Deputy High Commission Karachi** 02/2002 - 08/2006  
Finance Manager
  - Managed the Deputy High Commission's finances in accordance with internal policies to ensure correct expenditure and value for money.
  - Worked closely with department heads to establish budgetary goals and assist in the allocation of financial resources.
  - Implemented new financial practices & internal controls and successfully delivered the systems migration to a new ERP software.