

Rajat Bhatnagar

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Rajat is an international affairs professional committed to building partnerships and facilitating business connections with international investors, governments, and business leaders. His global experiences demonstrate his ability to: negotiate with a cross-sector audience; organize large business, government, and academic events; and bridge global divides to move projects forward.

Rajat travels across Asia to lead international delegations and promote foreign investments. These duties also involve welcoming visiting government officials and foreign trade delegations when they travel to United States to explore investment and business opportunities. He is deeply involved with organizations that seek to foster and further develop strong trade and investment relationships between the United States and India.

Rajat facilitates strategic partnerships between local companies, associations, government agencies, and international partners. This includes researching potential investments/development opportunities and organizing business and trade events in the U.S. and abroad. He has established long-term relationships with Consuls and their staffs to promote international investment, increase trade, and foster cultural exchange programs. His presence is requested at many important diplomatic banquets and cultural events. Rajat provides indispensable assistance to senior government officials in preparing briefing materials, coordinating logistics and attending/facilitating meetings with foreign business leaders, diplomats, and heads of state.

Rajat uses this intimate and proprietary network of contacts to elevate the probability of making a sale, forging a partnership or advancing a proposition.

- 1.) **Business Development** – Rajat works directly with a client's sales and marketing teams to improve access to executive level decision-makers, shorten the sales process and elevate the probability of a sale, adding immediate value to a client's business development team.
- 2.) **Venture Advisor** - Entrepreneurs rely on Rajat to help them develop the initial strategy for market assessment and entry. Rajat introduces the key resources that the company needs to be successful.

3.) **Industry Advocacy** – Rajat has formed a partnership with several EU and USA based advocacy firms and is engaged to recruit advocates, manage campaigns and raise public awareness of client objectives in Europe and United States.

4.) **Business Acquisitions** – Working with a Business Broker and its roster of investors/buyers, we seek out intermediate level companies (\$2M-\$30M) for sale.

5.) **International Business** – Working with seasoned market analysts, traders and consultants, Rajat make new business introductions to foreign companies and trade missions.

Rajat began his career with a U.S.-based technology company serving as an engineer and manager in several Asian and European countries. He specialized in network protocols and holds a CCNA certification. Rajat received his business graduate degree from Cal Poly with Honors in Computer Information Systems. Rajat moved to the U.S. in 1996 and is a cricket enthusiast. He recognizes that transparent and competent governance is necessary for the sport to thrive in America. He supports The Center for American Cricket, a cricket policy research and advocacy organization

Specialties: New Business Development, Strategic Marketing, Government Advisory, Technology, Business Transactions, International Relations, Business and Industry Advocacy and Politics.