

Ravi Nirgudkar
Managing Director
India, Bangladesh, Sri Lanka

BAE Systems India (Services) Private Limited
201 Worldmark 2, Aerocity
New Delhi 110 037, India



Biography

Ravi Nirgudkar is Managing Director for BAE Systems in India, Bangladesh, and Sri Lanka. BAE Systems is a technology and innovation leader specializing in defense, aerospace and security solutions.

Ravi is instrumental in establishing BAE Systems as a trusted partner of Indian Armed Forces and Government of India. He is a strong advocate of Atma Nirbhar Bharat and has developed a strategy to form business partnerships with Indian suppliers for strategic business initiatives as well as global supply chain opportunities.

Ravi has 27 years of proven skills in international business development, capture management, foreign government policy, and program management in defense, space, aerospace and international markets, including 21 years with Raytheon.

Previously as the Raytheon Country President for India, Bangladesh, and Sri Lanka, Ravi led an enterprise-wide team for annual new business creation of ~\$1B to deliver substantial revenue sales in India, Bangladesh, and Sri Lanka. He built a persona of trust, respect, collaboration, and commitment with Indian Defense and Civil Aviation community.

Ravi served as Program Director on Protected Satellite Communications Systems responsible for strategy development and evaluation of new growth areas. Earlier, as International Business Executive, he was responsible for effective strategic growth and foreign government policy in India, UAE, KSA, Australia, UK, and Canada in the areas of Satellite Communications, Unmanned Systems, Environmental Solutions, and ISR Systems. As Program Manager on NASA, NOAA, USN, and DHS programs, he successfully grew the programs, improved cost performance, and received commendations from various customers. Ravi pioneered the policy and concept of Common Ground Control Station for all US DoD Unmanned Systems and secured contracts with NAVAIR and OSD.

Ravi has earned MBA from George Washington University and MS in Electrical Engineering from Mississippi State University. In addition, Ravi is PMP certified and Six Sigma black belt.