



## **Energy intelligence provider Vortexa welcomes SaaS heavyweight Christopher Nathan as new Chief Revenue Officer**

- *Internationally experienced technology commercial executive Christopher Nathan joins as Vortexa's new Chief Revenue Officer as its global growth continues to accelerate*
- *Christopher's 30+ years of industry experience spent across the likes of Optibus, Enablon, IBM, DataSynapse & Dow Jones set to add significant weight to Vortexa executive team*
- *Mr Nathan has worked extensively across all of Vortexa's stronghold regions including EMEA, Americas and APAC, specialising in defining and running end-to-end commercial frameworks to optimise and scale revenue growth*

24, June, 2021 - **London** - [Vortexa](#), the energy trading and shipping intelligence provider that combines AI and deep industry expertise to provide the most complete real-time data and analytics tools for waterborne energy and shipping markets, announced today that [Christopher Nathan](#), former Chief Revenue Officer for Optibus, will assume the same role at Vortexa as its global growth continues to accelerate.

Mr Nathan has an exceptional track record in developing repeatable and scalable data-driven commercial processes in both large and high growth entrepreneurial organisations, including VC and PE funded start-ups. Most recently, he was Chief Revenue Officer at Optibus, after spending the best part of a decade as Enablon's Senior Vice President of Sales and IBM's Platform Computing Vice President. Mr Nathan specialises in building client-focused, high performance commercial teams that drive significant revenue growth through proven best practices and rigorous execution.

As Vortexa continues to scale operations across the globe, Mr Nathan's extensive international experience, spent in positions across London, New York, Paris, Hong Kong and Singapore, combining strategic planning with competitive market positioning, will provide immeasurable value.

'Vortexa is leading a paradigm shift in the energy markets, unlocking phenomenal value for its clients and partners - I am delighted to join such a great team on this exciting journey!' said Mr Nathan.

Vortexa's intuitive analytics platform allows traders, market analysts, brokers, charterers and data scientists to make better informed trading and shipping decisions faster. Vortexa provides the most comprehensive and accurate view of waterborne crude, refined products, gas flows and freight available today, which uses exclusive data sources, machine learning and state-of-the-art technology with the close oversight of senior energy and shipping market experts.

"We are super excited to welcome Christopher to our executive team as our new Chief Revenue Officer. He's a very experienced hand in scaling commercial organisations operating in deep domain verticals and brings with him a strong cross-cultural leadership DNA, making him an invaluable asset to Vortexa as we enter new stages of global growth." said Fabio Kuhn, CEO of Vortexa.

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For more information on Vortexa, visit [www.vortexa.com](http://www.vortexa.com) and find Vortexa on [LinkedIn](#).

### **About Vortexa**

Vortexa tracks more than \$1.8 trillion of waterborne energy trades per year in real-time, providing energy and shipping companies with the most complete picture of global energy flows available in the world today. Vortexa's highly intuitive web-based app and programmatic API/SDK interfaces help traders, analysts and charterers make high-value trading decisions with confidence, when it matters the most.