

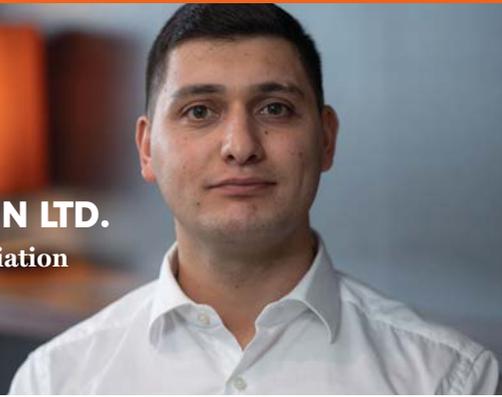


NUBIS AVIATION TRAINING  
GIVING FUEL TO YOUR SKILLS

## **CLAUDIO MARTURANO** **FOUNDER AND MANAGING** **DIRECTOR OF NUBIS AVIATION LTD.**

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*Hosted by the Open University in Scotland*



Nubis Aviation is an online platform providing training and support to aviation personnel. From compulsory regulatory requirements to communication, management and ‘re-focus’ (mental health and stress relief) training, our innovation of continuous learning empowers personnel to take control of their development, whilst saving organisations money and gaining efficiency from work planning and manpower deficits.

### **During the RSE Unlocking Ambition Enterprise Fellowship, what have been the biggest successes you have achieved and the biggest challenges you have faced?**

Our biggest success was the completion of our platform concept – originally TRL 2; now TRL 7 – into a fully functioning product that is ready for market needs and expectations, with the ability to be adaptable to market changes.

Our biggest challenge has been market penetration, due to the age and size of our organisation. The industry perception is that start-ups are an unknown quantity and therefore the industry is hesitant to engage without known quantitative traction.

### **What are your ambitions for your company?**

My ambition has always been to create an online training organisation for aviation maintenance personnel; although since starting the RSE Unlocking Ambition Enterprise Fellowship, I have refocused and expanded upon my vision. Thanks to the Fellowship, the capabilities that Nubis Aviation now has means that the company is on the road to becoming a

complete training and support platform for all aviation personnel: from maintenance and support staff to ground, cabin and flight crew. and licensed through Creative Commons and made freely available from this summer.

### **What difference has the RSE Unlocking Ambition Enterprise Fellowship made to you and your business?**

This Fellowship has made a considerable difference to my confidence and ability to run and grow a sustainable organisation. The difference that it has made is evident in the growth of my company throughout the last year; from the ability to gain and train a team to help with business development and online marketing; to the engagement with potential clients and investors; and to the strategic implementation of changes to the platform concept that fulfils the criteria of market needs. None of this would have been possible without the Fellowship. On top of this, the cohort diversity and companionship has also been greatly important; impacting positively on myself and my business.