

Synopsis

Experienced in finance and accounting, international and Indian investment management, and investment banking. Expert in financial control, audit, taxation, MIS, preparation of quarterly and annual reports, ERP management, fund-raising (equity and debt), business restructuring, formulation of strategic initiatives, forecasting and financial modelling, valuation and due diligence. Strong financial engineering skills and investment judgment capabilities. Strong network and credibility amongst BIG4s, banks, consultants, advisors, and peers.

Led various financial and accounting initiatives with hands on transformational experience from promoter driven organizations to a professional set-up.

Curious, intellectually sharp and mentally agile. Entrepreneurial, passionate and goal-focused. Excellent communication and people skills. Strong leadership attributes and experience. Extensive personal engagement with board-level management and CEOs.

In-depth industry expertise: gems & jewelry, retail, luxury, textile / apparel

Functional expertise: finance and accounting, investment banking, mergers & acquisition, private equity, capital markets and corporate strategy.

Key Strengths:

- ❖ Natural leader; strong technical skills. Lead from the front, can provide solutions, mould teams and achieve results. Hands-on and proactive. Strategic thinker with strong execution skills.
- ❖ Strong network and credibility with BIG4s, global banks, financial institutes and corporate bodies.
- ❖ Excellent marketing and communication skills. Structured and well-organised.
- ❖ Deal maker. Excellent investment judgment and product knowledge. Strong deal negotiation skills.
- ❖ Skilled in negotiating valuations for M&A, joint ventures, acquisitions and private treaties.

Occupational Contour

Jun 14 – Present

Coach Ventures LLP.

Founder & Partner

Coach for accounts and auditing, financial engineering, costing optimization, mergers & acquisitions, fund raising
Niche offerings of finance and corporate strategy services advising start-ups as well as established companies on expansion, brand building, governance, sustainable business model and other strategic initiatives

Nov '08 – May '14

Gitanjali Gems Ltd.

Group President

Corporate Strategy & IR

Led and worked on various initiatives and assignments for finance and accounting, MIS as well as quarterly reporting, preparation of annual reports, investment management and corporate strategy for Gitanjali Group

Led all finance and accounting functions of the group for MIS reporting, ERP implementation and management, accounting and auditing, tax planning, preparation of quarterly and annual reports.

Led all equity linked (IPO, FCCB, warrants, convertible instruments) and long term loans (ECBs / LAS, LAP) assignments for the group. Successfully managed to convert and redeemed FCCBs in Nov 2011. Savings of over \$100 mn. Arranged ECBs, term loans for India and overseas business.

Through intensive investor relation activities and global road shows, achieved over \$1 bn market cap in 2012 by Increasing FIIs stake from 7% to 20% over the period.

Led and managed all equity deals (majority and minority stake). Responsible for the entire process of valuation, negotiation, signing share holder and share purchase agreements.

Led and managed all M&A deals in India and cross border. Led entire process of identification, valuation, negotiation, documentations, agreements and post-merger integration.

Led various strategic initiatives for cost optimization for USA subsidiary and Indian business.

Setting up and reviewing policies for pricing, supply chain, brand extension, channel margins, incentives, organizational structure and day-to-day operations.

Developed E-Commerce business (jewelsouk.com), brand extension, product innovation, and shift from product brand to retail brand and achieved franchise led expansion in India. Led expansion of ~400,000 sq ft of retail rollout. Implemented ERP for the group.

Jul '07 – Nov '08	Capgemini Consulting Pvt. Ltd. Mumbai	Sr. Consultant
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Key Projects: Blue Ocean strategy, supply chain optimization for Foster's wine business, M&A trends in European chemical sector, Compensation and remuneration best practices, Target screening for diesel genset market in India for Bosch

May '06 – Jun '07	Euro Asia Consulting Part G Mumbai	Consultant
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Key Projects: Location analysis for Swarovski, target screening and JV for RailOne, Goto market strategy for GTS Energy JV establishment and market entry strategies for European auto component manufacturers i.e. Kuka, Ixetic, Grammer
Core member of the M&A stream involved in 2 deals of about USD 20 mn

Feb '05 – Apr '06	J.P. Morgan India Pvt. Ltd. Mumbai	Research Generalist
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Writing Research Reports for Retail and Automotive sector
Active member of Business Continuity Plan for Business Research Center (BRC) of JP Morgan

Apr '04 – Nov '04	Netscribes India Pvt. Ltd. Mumbai	Research Associate
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Working with Business Information Team of Lehman Brothers (USA). Drafting company profile, conducting financial and competitive analysis

Co-Curricular

- ❖ Representative member of **FICCI's Finance Committee**
- ❖ **Panel representation and speaker at:**
 - World Retail Congress – London, 2012
 - The Rapaport International Diamond Conference – Mumbai, 2012
 - IDEX Annual Conference – Mumbai, 2011
 - India Russia Forum on Trade and Investments – Delhi, 2010
- ❖ Guest speaker at SJMSOM – IIT Bombay
- ❖ **Trustee at Seth Gulraj Singhania Charitable Trust**
 - Charitable Hospital at Fatehpur (Rajasthan)
 - Social service activities at Fatehpur (Rajasthan), Grant Road (Mumbai) and Mathura (Uttar Pradesh)

Academic Credentials

2003	M.B.A (Finance) (2 nd Rank)	The University of Wales
2001	B.Com.	SIES College, University of Mumbai