

S.BALAJI

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OBJECTIVE

My engineering and management qualifications form the foundations of my conceptual and application skills, and with 13 years of experience I have built the cross-functional expertise by focusing on excellence, achievement, innovation & leadership. I would like to drive business initiatives and scale new frontiers and contribute to the progress of an organization

PROFESSIONAL EXPERIENCE

GMR (7 years in GMR)

Currently Heading Office of Chairman Energy plus Spl Projects like Business Opportunities for bidding power projects in Kenya, Nigeria etc

Role: GM - International Coal Business Development (Spent major part of last 2 years in Indonesia)

Duration: Sept 2010 till Dec 2013 (Consistent highest rating during the performance appraisal in GMR in the last 5 years)

Role: Executive Assistant & Strategic Planning – Group Chairman (March 2007 – August 2010)

1. Experience in Mergers & Divestments and also identifying and closing strategic buys that fits GMR's growth strategy especially in Power sector and Coal Mines in different geographies
 - ✓ Currently leading the team to divest a large asset in Indonesia
 - ✓ Was involved in Power bids including Intergen, Tuas in Singapore, acquisition of Singapore project and a green field power plant asset in India and various bidding of power projects
2. Experience in Closing the Transaction and managing that business after the closure
 - ✓ Successful acquisition of USD 500 Million for a 30% stake in Sinarmas
 - ✓ Initiated this deal, completed the valuation, bid, and successfully completed a very complex deal that involved executing 6 agreements
 - ✓ Managing complex and unique guaranteed return mechanism for USD 500 mill investment through Management fee and guaranteed dividend
 - ✓ Maintain relationship with promoters of Sinarmas(USD15 billion company)to handle post acquisition issues
 - ✓ Create suitable process for proper corporate governance, MIS, project monitoring and was part of the core team along with **Mckinsey for business transformation exercise**
 - ✓ Spearheaded DD activities for number of coal mines in Australia and South African region (Initiated opportunity with setting up of cross functional teams to evaluate it and recommend to board for Go-No Go
3. Experience in Ideating and Implementing Innovative Strategy to create maximum value to business
 - ✓ Undertaking the Reverse Take Over process of listing the acquired company shares in Singapore.
 - ✓ Presenting various structures and possibilities to SGX regulatory team to ensure the desired structure
 - ✓ Experience in Structuring complex Shareholder agreements, with innovation in board participation and board decisions within the ambit of SGX rules
 - ✓ **Incubated Coal Trading desk in GMR** in line with our overall strategy and set up team at Jakarta

4. Experience in working as EA to Group Chairman of an Infrastructure Conglomerate
- ✓ Evaluation of new businesses and recommend an entry strategy - Initial due diligence and drive development of Strategic New projects during the initial stages especially in Energy sector (Coal, Gas and Power Projects bidding)
 - ✓ Along with GCM, attend all the International board meetings of Power and provide all the support for his key decisions
 - ✓ Involvement in external relationship building and constant interaction with Top management of all leading banks and top Investors
 - ✓ Support in strategic planning/forecasting/budgeting; Ensuring that strategic initiatives are driven across the organization and key projects are tracked and monitored
 - ✓ Highlight critical issues, analyze root cause and suggest possible approaches to addressing these issues in an unbiased and fair manner

Name of Company: ABB India, Corporate Office

Role : Manager, Corporate Business Development. To work closely with the CEO

Duration : November 2005 till March 2007

Responsibilities :

- To support ongoing business, new initiatives by dealing with information requests, analysing information, and providing research & planning through put
- To closely monitor all the on-going capital expenditures and have monthly review with the BU heads
- To capture data, analyse, and synthesise research and statistics for the capital goods sector, and mainly competitors.
- To coordinate with BU managers for compiling, analyzing the competitor's overall business and investment plants, and updating the same on the global business intelligence portal
- Preparing presentations for the CEO on general economic and current issues that impacts Indian business with particular emphasis on power sector, also for the quarterly board meetings

Name of Company: Frost & Sullivan

Role : Research Analyst, Energy Asia Pacific

Duration : Feb 2005 to November 2005

Geographies Covered: India, Southeast Asia, Australia

AREA OF EXPERTISE:

Tracking and analyzing emerging technologies and product markets in Power Generation, Transmission & Distribution, and Rentals across the geographies mentioned above.

CONSULTANCY PROJECTS

Independent Review of the Renewable Biomass Energy Power Markets

Client: Capital Investment Bank, Malaysia: To complete a due diligence study on the market opportunities of biomass power market in the ASEAN region and to estimate the growth of biomass power market for the next ten years. This involved detailed understanding of power regulatory issues, structure of power industry and power sector reforms, risks and issues involved in investing in biomass based power projects. This project tested more on the time management skill as it was of very short duration, but more of a descriptive one.

Analysis of Power Sector Opportunities in India

Client: Toshiba India: To provide information and strategic recommendation on the market opportunities for power generation, transmission & distribution (GTD) equipment, R&M market analysis, and opportunities for select industrial products in India. I was the single point of contact for the client and it tested my team working skills to the fullest, as i had to co-ordinate with five of our analysts to bring the final report to match to our client's requirement

KEY ACCOMPLISHMENTS

- Authored an article on “How the lack of investments in power transmission and distribution sectors has hampered growth in major Asian economies” that has been published in the prestigious “The Association of the Electricity Supply Industry of East Asia and the Western Pacific (ASIEAP) Gold book 2006. This Gold book is a comprehensive reference book for the power industry.
- Authored an article on” Cogeneration development – At the crossroads”, which dealt on the trends and prospects of cogeneration in Southeast Asian countries

Name of Company: **Sterlite Industries India Ltd**

Role : Production, Precious Metals Department (Operations)

Duration : June 1999 – December 2002

RESPONSIBILITIES

- Production in charge with responsibilities includes production planning, Scheduling and monitoring activities in accordance with the business plan
- Setting production targets for each month according to the business plan and ensuring that the targets are met
- Coordinating with various departments like commercial, maintenance and finance to operate the by-product unit without any breakdowns, maintaining optimum inventory and ensuring the payment to the vendors are done on time.
- Preparing Cost of Production (COP) every month and analyzing the variants in production targets as well as cost on a continuous basis

HIGHLIGHTS

- Completed Rs 20 lakhs worth project called up gradation of slime plant, which had a Saving of Rs 45 Lakhs per year
- Improved operational efficiency in the leaching process from 18 hours to 12 hours by installing a new heating system
- Awarded Man of the month for March 2001 at Sterlite Industries India Ltd for successfully shipping a record 40 tons of precious metals slime

SUMMARY OF COMPETENCE

- Working knowledge of SAP R/3 and end user of PP and MM module
- Three and half years of industrial experience and thorough understanding of the industrial market particularly in the areas of operations management, and supply chain management
- Excellent Interpersonal, communication and presentation skills
- Knowledge of concepts in forecasting and building conceptual models

During MBA

Project Title:

“Analyzing and recommending solutions for maximizing the availability of Titan watches to the trade segment (SCM)”

Company: Titan industries Limited (Hosur)

Duration: 1st April 2004 to 22nd July 2004

Details: To study the last four years data for the availability of Titan Watches in the trade segment and to find the root cause analysis for low alignment and prepare “As-Is”- “To-Be” for the low availability and recommend solutions to improve the above.

EDUCATIONAL QUALIFICATION

Name of Institute	Degree	Year	Perc /CGPA (Maj)
ICFAI Business School, Bangalore	MBA	2005	8.67 / 10 (Topper)
R.E.C, Trichy	BE (Metallurgy)	1999	72.13

HOBBIES AND INTERESTS

- My passions are more towards traveling and especially to historical places and temples
- I Love cooking and constantly help my wife in her kitchen work
- Since being an avid quizzier, I love reading variety of business books and magazines to help acquiring an overall knowledge on business
- I take keen interest in reading spiritual books

PERSONAL PROFILES

Date of Birth : 1st June 1977

Gender : Male

Marital Status : Married

Languages Known : English, Hindi, and Tamil (RWS)

Family Details

Father : Dr.V.Sivan (Director (Retired), REC Trichy

Mother : Mrs.Janaki Sivan

Wife : Dr Nitya (MBBS, DLO, DNB)

Sister : Mrs.Lavanya Kalyan (Settled in Dubai)

Nationality : Indian

Passport held : Yes

Driving License : Yes

References : Provided on request

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