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Greenfinch Global Consulting | Unified Lending Services in India

Skip to content

Greenfinch Global Consulting

Unified Lending Service Utility

Get Started

The journey so far…

Fully Operative 4 Service Companies:

Technical, Legal, Credit

and Debt Management Services.

Grass root reach:

Serving currently 7990 pin codes and reaching 14228 in next few month.

Nationwide Presence:

Fully Operative 19 Regional offices at all State Capital and 20 Area offices.

World Class Tech:

Unified Lending Services Platform powered by Salesforce, developed with Deloitte.

In-house Work Force:

40 VP and Partners (each with 10-15 BFSI Yrs exp.) with 450 team members nationwide.

Revolutionising Financial Services

Founded by Mr. Sushil Kumar Agarwal, a renowned leader in the BFSI domain, Greenfinch Global Consulting (GFGC) is an innovation born out of exemplary vision, expertise & experience.

GFGC aims to revolutionize the Indian Lending Industry with a groundbreaking unified lending services utility.

Our one-of-a-kind offering integrates field services across multiple domains with cutting edge technology platform, serving key requirements of lending institutions such as Banks and NBFCs at Pan-India Level.

Current Industry Landscape

Loans worth 1 Lakh+ Cr processed annually by Financial Institutions (FIs)

12-17% of loan amount is spent on processing of a loan.

15000+ small local vendors cater to FIs’ requirements in addition to the in-house teams.

Services Required by FIs for Loan Processing & Management

Credit & Background Check

Field Investigation

API Checks

(Credit History,

Identity Verification,

Employment Proof

GST/ITR etc.)

Property Check (For Mortgage Loans)

Property Valuation

Legal Check & Title Search

Post - Loan

Collections

In-house team & external vendors both pose significant challenges & inefficiencies

Concerns with In-house Team

Utilization

Not enough volumes apart from Tier 1 locations

P&L Impact

Income amortised but not expenses impacting Bottom Line\*

Concerns with Outsourcing to Local Vendors

Quality

Lack of experience, knowledge & SLA levels

Governance

No systems and controls in place at vendor’s level

Time to Scale

New vendors need to be identified before opening any branch

Efficiency

Technology not leveraged at vendor level

Control

Vendor Management done typically at local branch level

Revolutionary Solution through GFGC

Strong bottom-up experience, years of execution excellence, financial prudence & visionary outlook has been the

genesis of GFGC, which not only provides one-stop solution to

all of industry concerns but also additional value through its offerings.

Platform Offerings (Corporate)

Lenders Engineers/ Independent Engineer, Chartered Engineer Certification, Project Cost Vetting

Project Appraisals and Monitoring, Valuation of Real Estate/Plant & Machinery, Technical Opinion & Audits

Due Diligence on

NBFC/HFC/Financial Institution, Portfolio Purchase/DA/PTC Due Diligence

Business & Strategic Risk Advisory, Portfolio & Property papers verification, Charge assurance

Platform Offerings (Retail)

Field Visit

Credit FI, Technical Valuation, Legal Check, Collections

Augmented Checks through API services for Identity, Banking & ITR, Credit History, Fraud Risk, etc.

Value Added Services such as Green Home and ESG Consultancy

Consulting Services for Operations Management and Policy

Differentiating Factors for GFGC

Experienced

Team

Pan-India Distribution

World-Class

Technology

Governance Framework

Execution Excellence

Led by Unmatched Experience (1/2)

Mr. Sushil Kumar Agarwal

Founder & Managing Director

24+ years of rich experience in the financial industry as an entrepreneur and leader with forte in creating & running different businesses with top-class execution.

Ex-Founder MD & CEO of Aavas Financiers Ltd., a publicly-listed affordable HFC, taking the company to 15000 Cr AUM under his leadership

Prior experience in senior leadership roles with AU Small Finance Bank, ICICI Bank Limited, and Kotak Mahindra Prime Limited

Awarded “EY Entrepreneur of The Year 2020” in the Financial Services category.

CA Gold Medallist and Merit Holder | Qualified Company Secretary

Completed Owner/President Management Program (OPM) from Harvard Business School

Chapter Chair of Young President Organization (YPO), Rajasthan Chapter.

Forte in creating & running different businesses with top-class execution.

Led by Unmatched Experience (2/2)

Co-founders

Mr. Abhishek Tiwari

CEO, GFGC

Mr. Arvind Tungaria

COO, GFGC

Mr. Apurv Bordia

CTO, GFGC

Mr. Naveen Sharma

CIO, GFGC

Mr. Rajeev Sardana

Sr. Director Strategy & Planning, GFGC

Mr. Satish K Chadha

Advisor, GFGC

Dr. Amit Kumar Dass

CEO, GREEC

Mr. Amit Jain​

CEO, GFTP

Mr. Lokesh Rawat

Partner, GFLS

Led by Unmatched Experience

Name

Designation

Total Yrs of Experience

Previously worked with

Dr. Amit Kumar Dass

CEO

27

ICICI Bank, Indiabulls, Aavas Financiers Limited

Amit Jain

CEO

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AU Bank, Religare, GE, Indiabulls

Vinay Sharma

Partner

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AU Bank, DHFL, RBL, DMI, MS, CHOLA

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Aavas Financiers and Capri Global

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Partner

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Harshit Jain

Partner

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AU BANK, Tata Capital Housing, DHFL

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ICICI Bank

Vikas Kumar Patel

Partner

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Aavas Financiers Limited, Edelweiss Home Finance, TATA Capital

Pankaj Narang

Partner

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Umeed HFC, AU Bank, Indiabulls, HDB

Rakesh Singh Tanwar

Partner

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Aavas Financiers Limited

Krishna Kant Tyagi

Partner

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Partner

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Formulic

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Partner

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Piramal Finance

Nitin Kumar Chaubay

Vice-President

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AU Bank

Hardeep Singh Hora

Vice-President

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Mahindra Finance, Aavas Financers Limited

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RK Associates

Chitrasen Kuntal

Vice-President

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Aavas Financiers Limited

Shyam Pancholi

Vice-President

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Griham, AU Bank

Himanshu Chhabra

Vice-President

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Formulic, P&A Valutech

Vikas Jangid

Vice-President

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Formulic

Vishal Singh Rao

Vice-President

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HDFC, AU Bank

Our Clientele

Pan-India Distribution

GFGC aims to have a unique pan-India setup unheard of in the vendor ecosystem which will help FIs to

Reach under-penetrated locations

Scale up with speed and low cost

Manage a single vendor centrally for all locations with control, transparency & ease

Have standardized process, quality and reliability across locations.

14000+ Pin Codes to be covered through 186 Locations

19 Regional HQs

31 Branch Offices

136 Last-Mile Service Point

Presence in 18 states

Rajasthan

Haryana

Uttarakhand

Delhi & NCR​

Karnataka

Madhya Pradesh

Uttar Pradesh

Gujarat

Maharashtra​

Punjab

Telangana

Andhra Pradesh

Tamil Nadu

Chhattisgarh

West Bengal

Bihar

Kerala

Odisha

Our Branch Locations

State:

Select State

City:

Select City

World-Class Technology & Governance Framework

GFGC has partnered with Deloitte for developing a best-in-class platform for its services.

The platform is being developed with the industry-leading platform Salesforce at its heart, integrated with multiple software and API services.

This will enable GFGC's internal team to work completely online in sync with real-time services and also help FIs digitize their outsourced services through integration with the GFGC system.

Striving for service excellence, the system architecture has been meticulously designed and benchmarked with the best service provider applications across various industries.

Additionally, the system is compliant with all regulations including Data Security, Data Privacy, IT, RBI and other regulations applicable for FIs from Day 1.

With the system, FIs get complete transparency and tracking of their transactions with the comfort of meeting all data compliance requirements.

Execution Excellence

With the same experience, GFGC’s

corporate structure has been put in place from Day 1 to ensure effective execution, control and oversight.

GFGC’s founding team has a proven track record of scaling businesses in the lending industry from incubation to large scale (over 1 lakh transactions)

The structure reinforces SOPs, checks and balances essential for execution excellence in the domain and also provides multiple monitoring and escalation points.

Our Vision

At GFGC, our vision is to revolutionize the industry by creating new benchmarks of service and technology, along with solving a large governance & compliance problem of the industry.

Introduce ‘Quick Commerce’ to BFSI

Un-paralleled TAT for onboarding & Services

TAT for Field Services vis-à-vis distance from office

Within 3 kms – 1 Hr

Within 25 kms – 6-8 Hrs

25 to 50 Kms – 24 Hrs

Above 50 Kms – 48 Hrs

1 Hr TAT for onboarding of FI Partner with initiation of service

1 Hr TAT for adding a service (available through APIs) on our platform and make it available to FI Partners

1 Hr TAT for any modifications handling

Build India’s Largest Consulting & Processing Capability

One-stop solution provider for all services across India

On Field and Digital

Strategic and Operational

Process and Technology

Focus on Execution with High Quality and Speed

Additional Value to FI Partners based on learnings of the Leadership Team & Partners

Aim to set-up a Global Consulting Center and grow to

1 Lakh+ employees

with execution expertise across domains.

Our Offices

Ludhiana

Zirakpur

Raipur

Surat

Pune

Agra

Bikaner

Mumbai

Dehradun

Karnal

Lucknow

Beawar

Varanasi

Udaipur

Jodhpur

Bangalore

Rudhrapur

Rajkot

Ahmedabad

Indore

Hyderabad

Bhopal

Tirupati

Ludhiana

Ghaziabad

Raipur

Bikaner

Mumbai

Zirakpur

Dehradun

Udaipur

Ahmedabad

Hyderabad

Bangalore

Chennai

Karnal

Indore

Jodhpur

Pune

Surat

Lucknow

Beawar

Rudhrapur

Agra

Bhopal

Tirupati

Rajkot

Varanasi

Vijaywada

Bhubaneshwar

Disclaimers

GFGC or Greenfinch refers to Greenfinch Global Consulting Private Limited, its network of firms and related entities for the purpose of this Presentation.

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Uttar Pradesh

Agra

Aligarh Hathras

Ayodhya

Azamgarh

Bareilly

Fetehpur

Raibarelli

Ghaziabad

Gorakhpur

Kanpur

Lucknow

Meerut

Moradabad

Prayagraj

Saharanpur

Sitapur

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Saharanpur

Sitapur

Varanasi

Mr. Abhishek Tiwari

CEO, GFGC

24+ years of experience in retail lending & insurance distribution

Previously managed insurance with 2000 Cr premium book at AU Bank

Prior experience with ICICI Bank

Chartered Accountant & Law Graduate

Arvind Tungaria

COO, GFGC

20+ years of experience in secured lending and operations

Previously, National Business Manager for Secured Business Loans (Retail) at AU Bank where he built 5000 Cr SME book.

Prior experience with ICICI Bank, Ruchi Soya & Gujarat Ambuja Exports Ltd.

Chartered Accountant & AMFI certified.

Mr. Apurv Bordia

CTO, GFGC

16+ years of experience in technology companies.

Successfully built and exited multiple tech ventures.

MIS in Information Technologies from University of Connecticut, USA. (Major in Informational systems, credit card encryption)

Mr. Naveen Sharma

CIO, GFGC

A Man of Many Hats 🎩 Dr. Naveen is not just an entrepreneur; he’s a visionary, a writer, a mentor, and a pioneer in the tech industry. With a remarkable portfolio of successful startups ranging from technology companies to Data Centers worldwide, he’s a figure who exemplifies innovation and leadership.

Academic Prowess 🎓 Dr. Naveen is impressively qualified, holding a Science degree, a law degree specializing in Cyber Law, a Master’s in Technology, and a Doctorate in Computer Science. His multidisciplinary background equips him with an exceptional skill set, uniquely positioning him to address challenges in a myriad of industries.

Early Beginnings 🌱 The tech wizardry started early for Dr. Naveen. Back in 1996, he developed his first commercial software aimed at predicting stock market trends. A year later, he expanded his scope to web development, delivering a commercial website for a customer in the IT sector.

Trailblazing Innovations 🔥 Dr. Naveen’s impact on the industry is far-reaching. From developing an enterprise Intranet for Red Hat, one of the US’s leading companies in open-source technologies, to creating an AI/ML-based Automated Health Claim Settlement System for a leading US insurance firm, his contributions are pioneering.

Data Centers & Cloud Computing ☁️ Recognizing the growing need for data storage in South Asia, Dr. Naveen designed and established the region’s first privately-owned Data Centers in Rajasthan India. Not stopping there, he also developed and India’s first Local Language Cloud, positioning himself as a leader in Cloud Computing technologies.

Crypto Innovator 💰 In the dynamic world of cryptocurrencies, Dr. Naveen has built software solutions for North America’s largest Bitcoin mining data center. His recent venture includes the design and development of a Crypto ATM, a sign of his continuous engagement with cutting-edge technology.

Mr. Rajeev Sardana

Sr. Director Strategy & Planning, GFGC

30+ years of experience in secured lending, mortgages, and housing finance operations focusing on underwriting policies, housing finance operations, growth strategies and performance enhancement.

Additional Director (Non-Executive Independent Director) in Poonawalla Fincorp Limited. Non-Executive Director at Delta Brac Housing Finance Corporation and advisor at HDFC Education & Development Services Ltd and current advisor at HDFC Sales Ltd.

Involved in Audit, Nomination and Remuneration, Risk Management, Whistleblower policies and Fraud monitoring companies, member of the Asset-Liability Committee(ALCO) for interest rate decisions.

Consulted for the IFC/HDFC team in establishing housing finance institutions in Bangladesh, Sri Lanka, Pakistan and Tanzania.

Mr. Satish K Chadha

Advisor, GFGC

40+ years of experience in Banking & Finance, law and mortgage financing.

Prior experience with NHB as Director-Legal.

Chartered Accountant & Law Graduate

Dr. Amit Kumar Dass

CEO, GREEC

27+ years of experience with Senior Mgmt. Roles in ICICI Bank & Aavas Financiers

Expertise in Property Advisory services leading pan-India teams

Pioneer in Green Homes | Panellist in Green India Drive with IFC

PhD, M.E. & B.E. in Civil Engineering

Mr. Amit Jain​

CEO, GFTP

21+ years of experience in Banking & Finance sector.

Having experience of Credit management and managing Secured Business Loans portfolio of 15000 crore AUM.

Prior experience with AU Bank and Religare.

Chartered Accountant

Mr. Lokesh Rawat

Partner, GFLS

14+ years of experience in Legal mortgage service sector

Expert in property laws, legal scrutiny, due diligence, compliance.

Prior experience with Aavas Financiers,  overseeing the legal aspects of property-backed lending.

Advance Management Program from IIM Indore and LLB from Rajasthan University

Scroll to Top

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CA Gold Medallist and Merit Holder | Qualified Company Secretary

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Chapter Chair of Young President Organization (YPO), Rajasthan Chapter.

Forte in creating & running different businesses with top-class execution.

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Co-founders

Mr. Abhishek Tiwari

CEO, GFGC

Mr. Arvind Tungaria

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GFGC aims to have a unique pan-India setup unheard of in the vendor ecosystem which will help FIs to

Reach under-penetrated locations

Scale up with speed and low cost

Manage a single vendor centrally for all locations with control, transparency & ease

Have standardized process, quality and reliability across locations.

14000+ Pin Codes to be covered through 186 Locations

19 Regional HQs

31 Branch Offices

136 Last-Mile Service Point

Presence in 18 states

Rajasthan

Haryana

Uttarakhand

Delhi & NCR​

Karnataka

Madhya Pradesh

Uttar Pradesh

Gujarat

Maharashtra​

Punjab

Telangana

Andhra Pradesh

Tamil Nadu

Chhattisgarh

West Bengal

Bihar

Kerala

Odisha

Our Branch Locations

State:

Select State

City:

Select City

World-Class Technology & Governance Framework

GFGC has partnered with Deloitte for developing a best-in-class platform for its services.

The platform is being developed with the industry-leading platform Salesforce at its heart, integrated with multiple software and API services.

This will enable GFGC's internal team to work completely online in sync with real-time services and also help FIs digitize their outsourced services through integration with the GFGC system.

Striving for service excellence, the system architecture has been meticulously designed and benchmarked with the best service provider applications across various industries.

Additionally, the system is compliant with all regulations including Data Security, Data Privacy, IT, RBI and other regulations applicable for FIs from Day 1.

With the system, FIs get complete transparency and tracking of their transactions with the comfort of meeting all data compliance requirements.

Execution Excellence

With the same experience, GFGC’s

corporate structure has been put in place from Day 1 to ensure effective execution, control and oversight.

GFGC’s founding team has a proven track record of scaling businesses in the lending industry from incubation to large scale (over 1 lakh transactions)

The structure reinforces SOPs, checks and balances essential for execution excellence in the domain and also provides multiple monitoring and escalation points.

Our Vision

At GFGC, our vision is to revolutionize the industry by creating new benchmarks of service and technology, along with solving a large governance & compliance problem of the industry.

Introduce ‘Quick Commerce’ to BFSI

Un-paralleled TAT for onboarding & Services

TAT for Field Services vis-à-vis distance from office

Within 3 kms – 1 Hr

Within 25 kms – 6-8 Hrs

25 to 50 Kms – 24 Hrs

Above 50 Kms – 48 Hrs

1 Hr TAT for onboarding of FI Partner with initiation of service

1 Hr TAT for adding a service (available through APIs) on our platform and make it available to FI Partners

1 Hr TAT for any modifications handling

Build India’s Largest Consulting & Processing Capability

One-stop solution provider for all services across India

On Field and Digital

Strategic and Operational

Process and Technology

Focus on Execution with High Quality and Speed

Additional Value to FI Partners based on learnings of the Leadership Team & Partners

Aim to set-up a Global Consulting Center and grow to

1 Lakh+ employees

with execution expertise across domains.

Our Offices

Ludhiana

Zirakpur

Raipur

Surat

Pune

Agra

Bikaner

Mumbai

Dehradun

Karnal

Lucknow

Beawar

Varanasi

Udaipur

Jodhpur

Bangalore

Rudhrapur

Rajkot

Ahmedabad

Indore

Hyderabad

Bhopal

Tirupati

Ludhiana

Ghaziabad

Raipur

Bikaner

Mumbai

Zirakpur

Dehradun

Udaipur

Ahmedabad

Hyderabad

Bangalore

Chennai

Karnal

Indore

Jodhpur

Pune

Surat

Lucknow

Beawar

Rudhrapur

Agra

Bhopal

Tirupati

Rajkot

Varanasi

Vijaywada

Bhubaneshwar

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Uttar Pradesh

Agra

Aligarh Hathras

Ayodhya

Azamgarh

Bareilly

Fetehpur

Raibarelli

Ghaziabad

Gorakhpur

Kanpur

Lucknow

Meerut

Moradabad

Prayagraj

Saharanpur

Sitapur

Varanasi

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Kanpur

Lucknow

Meerut

Moradabad

Prayagraj

Saharanpur

Sitapur

Varanasi

Mr. Abhishek Tiwari

CEO, GFGC

24+ years of experience in retail lending & insurance distribution

Previously managed insurance with 2000 Cr premium book at AU Bank

Prior experience with ICICI Bank

Chartered Accountant & Law Graduate

Arvind Tungaria

COO, GFGC

20+ years of experience in secured lending and operations

Previously, National Business Manager for Secured Business Loans (Retail) at AU Bank where he built 5000 Cr SME book.

Prior experience with ICICI Bank, Ruchi Soya & Gujarat Ambuja Exports Ltd.

Chartered Accountant & AMFI certified.

Mr. Apurv Bordia

CTO, GFGC

16+ years of experience in technology companies.

Successfully built and exited multiple tech ventures.

MIS in Information Technologies from University of Connecticut, USA. (Major in Informational systems, credit card encryption)

Mr. Naveen Sharma

CIO, GFGC

A Man of Many Hats 🎩 Dr. Naveen is not just an entrepreneur; he’s a visionary, a writer, a mentor, and a pioneer in the tech industry. With a remarkable portfolio of successful startups ranging from technology companies to Data Centers worldwide, he’s a figure who exemplifies innovation and leadership.

Academic Prowess 🎓 Dr. Naveen is impressively qualified, holding a Science degree, a law degree specializing in Cyber Law, a Master’s in Technology, and a Doctorate in Computer Science. His multidisciplinary background equips him with an exceptional skill set, uniquely positioning him to address challenges in a myriad of industries.

Early Beginnings 🌱 The tech wizardry started early for Dr. Naveen. Back in 1996, he developed his first commercial software aimed at predicting stock market trends. A year later, he expanded his scope to web development, delivering a commercial website for a customer in the IT sector.

Trailblazing Innovations 🔥 Dr. Naveen’s impact on the industry is far-reaching. From developing an enterprise Intranet for Red Hat, one of the US’s leading companies in open-source technologies, to creating an AI/ML-based Automated Health Claim Settlement System for a leading US insurance firm, his contributions are pioneering.

Data Centers & Cloud Computing ☁️ Recognizing the growing need for data storage in South Asia, Dr. Naveen designed and established the region’s first privately-owned Data Centers in Rajasthan India. Not stopping there, he also developed and India’s first Local Language Cloud, positioning himself as a leader in Cloud Computing technologies.

Crypto Innovator 💰 In the dynamic world of cryptocurrencies, Dr. Naveen has built software solutions for North America’s largest Bitcoin mining data center. His recent venture includes the design and development of a Crypto ATM, a sign of his continuous engagement with cutting-edge technology.

Mr. Rajeev Sardana

Sr. Director Strategy & Planning, GFGC

30+ years of experience in secured lending, mortgages, and housing finance operations focusing on underwriting policies, housing finance operations, growth strategies and performance enhancement.

Additional Director (Non-Executive Independent Director) in Poonawalla Fincorp Limited. Non-Executive Director at Delta Brac Housing Finance Corporation and advisor at HDFC Education & Development Services Ltd and current advisor at HDFC Sales Ltd.

Involved in Audit, Nomination and Remuneration, Risk Management, Whistleblower policies and Fraud monitoring companies, member of the Asset-Liability Committee(ALCO) for interest rate decisions.

Consulted for the IFC/HDFC team in establishing housing finance institutions in Bangladesh, Sri Lanka, Pakistan and Tanzania.

Mr. Satish K Chadha

Advisor, GFGC

40+ years of experience in Banking & Finance, law and mortgage financing.

Prior experience with NHB as Director-Legal.

Chartered Accountant & Law Graduate

Dr. Amit Kumar Dass

CEO, GREEC

27+ years of experience with Senior Mgmt. Roles in ICICI Bank & Aavas Financiers

Expertise in Property Advisory services leading pan-India teams

Pioneer in Green Homes | Panellist in Green India Drive with IFC

PhD, M.E. & B.E. in Civil Engineering

Mr. Amit Jain​

CEO, GFTP

21+ years of experience in Banking & Finance sector.

Having experience of Credit management and managing Secured Business Loans portfolio of 15000 crore AUM.

Prior experience with AU Bank and Religare.

Chartered Accountant

Mr. Lokesh Rawat

Partner, GFLS

14+ years of experience in Legal mortgage service sector

Expert in property laws, legal scrutiny, due diligence, compliance.

Prior experience with Aavas Financiers,  overseeing the legal aspects of property-backed lending.

Advance Management Program from IIM Indore and LLB from Rajasthan University

Scroll to Top