

# MAHESH KUMAR BEHERA

An accomplished Legal Counsel with a remarkable 25-year tenure in the Telecom Service Providers (TSP), Telecom Infrastructure Provider (IP-I) Manufacturing Industry, and NBFC sectors. Demonstrated excellence in enhancing organizational value and a proven track record of expertise, scaling new heights of success with hard work & dedication and leaving a mark of excellence on each step; targeting strategic level assignments with a leading organization of repute.

✉ maheshloknath@gmail.com

☎ +91-9376152653 / 9173111019



## CORE COMPETENCIES

- Legal Compliance
- Litigation Management
- Contract Negotiation & Drafting
- Labor Compliances & Digital/Data Privacy
- Government Liaison
- Strategic Planning & Assistance
- Business Operations & Facilitation
- Market Visit and Support
- Distributor and Franchisee Management
- Enabling Innovative Sales and Business Models
- Team Building, Management & Leadership



## SOFT SKILLS



## CERTIFICATIONS

- 2012: Certificate course in IPR from FICCI, India.
- 2012: Certificate course in Legal Pleading for Indian Courts and Mergers and Acquisitions from Indian Academy of Law Management
- 2003: Executive program Finance for Non-Finance executive from Nirma University, Ahmedabad, Gujarat



## PERSONAL DETAILS

- Date of Birth: 6<sup>th</sup> May 1971
- Languages Known: English, Hindi, Odiya, Gujarati
- Address: Vipul Greens, Tower-16, Flat No. 101, Sohna Road, Sector 48, Gurgaon – 122018, Haryana.



## PROFILE SUMMARY

- Spearheaded the implementation of the "**Customer First Agenda**," ensuring optimal management of litigation and strategized disputes resolution that aligned with the company's best interests.
- Administered the engagement** of panel advocates and Senior Counsels cost-effectively, optimizing expenses while upholding industry benchmarks.
- Demonstrated proficiency in drafting and vetting** various vendor contracts, ensuring legal precision and alignment with organizational objectives for NDA, Supply, Service, Operation & Maintenance, and MOUs.
- Excelled in collaboration with **Law Enforcement Agencies**, effectively filing and managing complaints to safeguard the organization's interests.
- Proactively **liaised with Government departments and Local Authorities**, securing necessary NOCs, permissions, and approvals, ensuring uninterrupted business operations.
- Demonstrated expertise in telecom industry laws, rules, and regulations, including the **Indian Telegraph Act, 1885, Indian Telegraph Right of Way Rules, 2016, and TRAI Act, 1997**, alongside other Civil and Criminal provisions, having comprehensive knowledge of **insolvency laws and regulations** to safeguard the organization's interests and ensuring full legal compliance.
- Orchestrated **strategic litigation handling and management**, demonstrating expertise in navigating complex legal matters and ensuring favorable outcomes for the organization.
- Expertly managed **high-stake arbitration cases**, displaying a keen understanding of arbitration procedures and utilizing persuasive advocacy to secure advantageous resolutions.
- Made **compelling court appearances**, representing the organization before **esteemed legal forums, including High Courts, NCLT Forums, and the Supreme Court**, with a focus on articulating persuasive legal arguments.
- Led the organization's legal team in devising and **implementing innovative legal strategies**, ensuring proactive risk mitigation and compliance with relevant laws and regulations.
- Demonstrated a **track record of delivering exceptional legal supports**, providing insightful advice on a wide range of legal issues, data privacy and contributing to sound decision-making processes within the organization.
- Excelled in **multitasking and prioritizing tasks**, managing multiple litigation cases simultaneously, and maintaining a high standard of accuracy, success and efficiency in legal operations.
- Leveraged **sharp analytical skills to conduct in-depth legal research**, evaluate case laws, and develop persuasive arguments, resulting in successful representation of the organization's interests in legal disputes.



## EDUCATION

- 2014: MBA (General Management) from ICFAI University
- 1998: Bachelor in Law (LL.B.) from University of Delhi
- 1990: B.Com. from Utkal University

## WORK EXPERIENCE

### Since - Jun'18: Indus Towers Ltd., Gurugram as Regional Legal Head- at Corporate Office

**Scope of Work:** Leading the legal department overseeing litigation, contracts, and compliances in the Northern region of India, encompassing states such as Delhi, UPW, Punjab, Haryana, Himachal Pradesh, Rajasthan, as well as Union Territories including Chandigarh, J&K, and Ladakh. Responsible for managing legal affairs related to over 60,000 telecom towers. Additionally, providing expert legal support for government tenders and facilitating the rollout and operations of Smart City projects across India

#### Key Result Areas:

- Managed diverse litigations at all court levels nationwide, overseeing a portfolio exceeding 3000Mn and successfully resolving over 1200 cases in 5 years with an impressive 97% success rate.
- Personally handled critical civil and criminal litigations, ensuring close monitoring to safeguard the organization's interests and strategic positioning.
- Led and supervised a team of over 30 employees across the region, including 14-15 off-role staff, ensuring seamless coordination and optimal productivity.
- Provided expert support during RFP stages, Bid Submissions, and tender participations in Government and Smart City projects, contributing valuable subject matter expertise.
- Ensured strict adherence to legal and labor compliances in various circles, guaranteeing regulatory requirements were met effectively.
- Acted as a representative in industry bodies such as DIPA and COAI, engaging with Government authorities to align state tower policies with Central ROW Rules, fostering industry-standard practices and regulations.

#### Highlights:

- Successfully navigated legal challenges with various local authorities, countering coercive measures such as sealing and demolitions, and securing relief through strategic legal remedies.
- Orchestrated the implementation of Smart City Projects in Vadodara (Gujarat), Dehradun (Uttarakhand), and Bhopal (Madhya Pradesh), overseeing the legal aspects of these projects, including those in the pipeline.
- Spearheaded the formulation of Tower Policies in states like UP, Uttarakhand, Haryana, and Punjab, persistently engaging with government, local, and regulatory authorities to achieve policy adoption.
- Earned the prestigious distinction of being recognized as the Best Legal Team (Telecom) by the Indian National Bar Association (INBA) and the Corporate Counsel Association of India (CCAI) in 2021.

### Dec'09-Jun'18 with Telenor (India) Communications Pvt. Ltd., Gujarat as Circle Legal Head

**Scope of Work:** Managed litigations and oversaw legal compliance, contract management, and labor compliances within the telecom circle

#### Key Result Areas:

- Led the Circle Legal function, managing legal affairs including litigation, contract management, and handling legal notices for the circle, ensuring seamless operations.
- Oversaw property acquisitions and conducted Due Diligence Reports (DDR) for offices, facilitating the rollout of COCO Stores and managing their registration processes.
- Improved business operations by conducting market visits, providing essential support to the Marcom, Sales, and Marketing teams, enhancing overall efficiency.
- Streamlined distributor and franchisee enrollment processes, contributing significantly to the Circle's business growth and success.
- Proactively engaged with local authorities and Law Enforcement Agencies (LEAs) during Sales and Promotional activities, fostering positive relationships during sales meetings, distributor interactions, and recreational functions.
- Recognized with Gold and Bronze medals for successfully implementing innovative sales and business models, significantly boosting sales and enhancing overall business functions.

## PREVIOUS EXPERIENCE

- Manager - Legal/Corporate Affairs, Reliance Industries Ltd., Surat, Dec'06 - Dec'09
- Manager - Commercial Legal & Regulatory, Reliance Communications Ltd., Ahmedabad, Apr'04 - Dec'06
- Deputy Manager (Legal), Gujarat Venture Finance Ltd., Ahmedabad, Mar'03 - Feb'04
- Executive - Legal, Escort Finance Ltd., Ahmedabad, Mar'01 - Feb'03
- Associate Lawyer, Rajiv Talwar (AOR, SC India), New Delhi, Mar'00 - Mar'01
- Associate Lawyer, Rajeev Saxena & Co., Tis Hazari Court, Delhi, Aug'98 - Mar'00
- Account Assistant, Hindocha Brothers, Dhenkanal, Orissa, Jun'90 - May'95