

Resume

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Key Summary:

- Planning and Implementing Contract Lifecycle Management software (CLM - Icertis) for GMR Group.
- M&A, Aircraft Purchase, Qualified Institutional Placement, fundraise, refinancing, project finance, group restructuring, group HR projects, and group data privacy implementation at GMR.
- Non-Executive Director on Olx India's board.
- Nodal Officer – Worked with the Indian Cyber Crime Coordination Centre (Ministry of Home Affairs), National Payments Corporation of India and HDFC Bank to control online frauds on Olx platforms.
- Fintech and Co-Lending (NBFC books, own books, lead generation and first loss default guarantee (FLDG) structures) for Olx Autos' used car dealers.
- Setting up Foreign Direct Investment Policy compliant retail trading and financial services platforms for Olx Autos.
- Olx's USD 40 million External Commercial Borrowing (ECB) and conversion to equity.
- Prosus' sale of Olx India classifieds and autos businesses for USD 65 million plus recurring fees.
- Awfis Space - Pre-IPO (DRHP filing with SEBI) - first coworking listing in India.
- Series A to Series D CCPS funding, shareholder disputes and full buyout with disputes settlement for a pharma company.
- RBI and secretarial advisory and compliances.
- Decade in a law firm with expertise in general corporate advisory, drafting and negotiating high value contracts, legal opinions, arbitrations and litigations.
- Forensic investigations, workforce optimization, retrenchment, trade union negotiations, POSH matters and employment disputes.
- In-house high value litigations, arbitrations, liaison, and resolving police matters.
- Ethics and compliance and investigations in-house.
- Public Policy - amendment to Motor Vehicles Act in 2023 for Olx Autos to regulate the used cars industry.

Education:

- BA (Hons) Business Economics - Delhi University: 2003-2006 - 64% (Rank 1)
- LLB - Delhi University: 2006-2009 - 54.7%
- Master of Business Law - NLSIU, Bangalore: 2007-2009 - 54%
- Certificate in CSR - Ministry of Corporate Affairs: 2016-2017
- Certificate in Investment Banking - New York Institute of Finance: 2024-2025

A. General Manager - Contracts - GMR Group (23.04.2025 onwards)

- Head of Pre-Contracting vertical.
- Negotiating SaaS, SoW and Data Processing Agreement agreements with CLM vendors.
- Planning and Implementing Icertis Contract Lifecycle Management (Icertis CLM) tool for the entire GMR Group including training Icertis' AI model on GMR contracts, setting up training sessions, discovery phase and business requirement document.
- Finalising post-contracting obligations for buy and sell contracts in Smart Meters, Energy, Airports (Aero), Airports (Non-Aero), Airport Land Development, Sports, Group Procurement, Operation-Management-Development Agreement, Warehousing and Information Technology.
- Creating standard contracts, contract templates, clause library, clause library and delegation of power for contract approvals and management on the Icertis tool.
- Overhauling the pre-contracting and post-contracting process for GMR Group with focus on TAT, Revenue Leakage, Resource Optimisation, Ethics, Documentation Management and Cultural Shift.

A1. Senior Lead Counsel - Strategic Finance - GMR Group (03.06.2024 - 23.04.2025)

- Aircraft purchase agreement (APA) with INR 90cr loan from two NBFCs, secured by hypothecation over two aircrafts and air charter services receivables under escrow arrangement.
- Refinancing INR 5000cr loan for 1050 MW Thermal Power Plant via debentures issuance and loan facility agreements.
- Qualified Institutional Placement (QIP) for GMR Power and Urban Infra Limited.
- Stamp duty advisory on GMR group restructuring via NCLT route.
- MSA for GMR's 6500+ employees payroll outsourcing.
- Leading GMR Group's data privacy and data processing project.
- MSA for developing a biotracking mobile application with AI features for promoters and family members.
- Various hirings, operational and settlement agreements for India and outside India for GMR Sports entities.

B. Legal Advisor & Non-Executive Director - OLX (Prosus) (01.02.2024 to 31.05.2024)

- After selling Olx Autos India and Olx Classifieds India businesses to CarTrade Tech, Olx Group (Prosus) appointed me to the board of directors of Olx India Private Limited as a non-executive director and legal advisor for post-business sale issues, corporate governance, administrative actions, and winding up India operations.
- Negotiating and issuing mutual termination agreements and garden leave letters to exiting employees.
- Reducing the workforce from 50 to NIL and rehiring employees as consultants.
- Taking approvals from AD Bank to settle and receive outstanding receivables from Dutch parent company for RBI compliance and then resending about INR 150 crores to Dutch parent company as dividends.
- Preparing the company for voluntary liquidation.

C. Legal Head - Awfis Space Solutions Limited (14.11.2023 to 09.01.2024)

- DRHP finalisation and filing with SEBI.
- Property due diligence prior to leasing.
- Negotiating lease deeds and leave and license agreements.
- Leading a team of 6 company secretaries and 7 lawyers.
- Crisis management - Anticipatory bail for CEO / Founder, regular bail for Chief Operating Officer, AVP Operations and other employees.
- Briefing Senior Advocates and other advocates on regulatory matters, litigations and arbitrations.

D. Legal Head - Associate Director - OLX (Prosus) (05.12.2019 to 10.11.2023)

- I led the legal, compliance, regulatory, and public policy departments for three Olx Group businesses in India - Olx Autos, Olx Classifieds and Olx Renew.
- I was a board member and part of the Ethics Committee (for India).
- USD 40 million ECB facility from Dutch parent company and converting it to equity prior to Olx business sale.
- Slump sale of Olx Classifieds business prior to Olx sale.
- Sale of Olx India businesses to Cartrade Tech for USD 65 million plus long term IP license agreement.
- Planning and resolving post Olx acquisition issues.
- Amendment to Motor Vehicle Rules in April 2023 via public policy initiatives to regulate the used car industry.
- Three layoff / employee restructuring rounds post COVID to reduce workforce from 2700 to 300.
- Managing 700 plus litigations, arbitrations, FIRs and police complaints related to used cars.

E. Deputy General Manager - Virtuous Retail South Asia (21.01.19 to 03.12.19)

- Legal Head for North India for a 1.7 million sq. ft. operational mall and an under construction 2 million sq. ft. mall.
- I was leading legal, liaison and compliance work for VR Punjab mall in Mohali and an under construction mall in Delhi.
- Annual renewal negotiations and executions of 300-350 leases and leave & licenses.
- Slump sale of failed shops in the mall - restarted a disputed microbrewery via this method.
- Legal Operations - evicting tenants, managing village panchayat issues and procuring event licenses and permission.
- Managing about 170 litigations, arbitrations, FIRs, police complaints and District Magistrate complaints.
- EPC, services, infra agreements and permissions for the under construction Delhi project.

F. Partner (07.05.2009 to 20.01.2019) – SKAA LLP law firm.

- Joined the firm as an intern and rose to partner level.
- My work consisted of drafting, negotiating, transaction structuring, mergers and acquisitions, joint ventures, winding up, corporate advisory, compliance advisory and some arbitration and litigation.
- Registering companies, branch offices and liaison offices and providing full time legal and company secretarial services on monthly retainers.
- Our firm was the exclusive business partner for an Italian consultancy and about 50% of my work was advising Italian MSMEs on India entry and setting up business operations, compliances and business closures.
- I had independently worked with ZoomCar founders and incorporated their Indian entity. I advised Zoomcar India during its first operational year especially on Rent a Cab Scheme related matters.
- I led a team of 5 lawyers and 2 company secretaries at the firm.