

**Key Strengths:** • Real Estate Marketing • Business Development • Channel Partnerships • P&L Budgeting & Forecasting • Market Planning and Competitive Mapping

- Over 16 years of experience in real estate investments, client servicing, and relationship-building
- Experienced Sales Leader - scaled top-line revenue from INR 50 CR to INR 75 CR achieving debtor reduction by 80%
- Competent in financial modeling, IRR/NPV for lease planning, broker and construction partner strategy

**PROFESSIONAL HIGHLIGHTS****Infrastructure Ontario PLC, India****Portfolio Manager (May 24 – Present)**

- Manage asset management operations for leased and owned assets in the Central Ontario Region
- Direction and approval for capital repair projects and programs to ensure alignment with Asset Plans, rationalization, optimization and risk mitigation within portfolio
- Analyze, interpret and approve financial reforecasts and budget expenses projected for the real estate portfolio
- Implementation of cost effective, sustainable facility services through service provider oversight

**IWG PLC, India****Partnership Sales Consultant (Mar 24 – May 24)**

- Sales of franchise and management contract tie-ups for IWG co-working spaces to Investors, HNIs, UHNIs by understand their investment needs and real estate portfolios
- Contract Negotiation, financial and feasibility analysis for Landlord Partner, fit-out supervision & site handover for the completed IWG center

**Bank of Montreal, Canada****Operations & Customer Excellence (Feb 23 – Feb 24)**

- Managing day-to-day banking services, including handling transactions and retail banking services. Cash management and documentation for the Branch.
- Business Development for strategic groups or target customers for PLOC, Mortgage, Financing & New Offers

**Northserv IT, Saint John NB****Facility Manager (Nov 22 – Dec 22)**

- Management of lease acquisition and renewals and resolution of tenant-landlord disputes
- Managing broker connections and site redevelopment and renovation for the center
- Business Development & marketing for new customer account mapping and acquisition
- Primary and secondary market research on competition, collection, and validation for pricing and cost benchmarks

**KCT India****Head – Marketing & Leasing (June 20- Mar 22)**

- Asset Management Head responsible for the Leasing and Marketing function for an Indian Developer's portfolio of 0.8 mn sqft across 5 cities for 100+ leases with an annual P&L of approx. USD 15mn
- Quality control of critical lease data like rent, dates, square footage, and renewal/termination options for accuracy and review. Debtor Management (aging report) including collection of outstanding rent and maintenance amounts and reporting to the CEO weekly
- Property Portfolio Analysis and benchmarking for cost savings, rental benchmarking, driving strategic growth
- Channel Partnerships Programs with brokers and associates to drive EBITDA growth by 20% YOY

**WEWORK India****Portfolio Director - Enterprise Sales (Aug 18- Feb 2020)**

- Led the Enterprise Sales Team with a team of 8 people for WeWork India
- Manage sales pipeline of 5k opportunities and USD 0.32 billion in revenue annually
- Reviewing existing accounts and obligations for 5 centers and 150+ leases across the North India territory
- Feasibility analysis and SKU planning for future centres including layout assessment and density/sqft
- Dashboard and report generation for tenant renewal and termination options, P&L review for rent arbitrage
- Account Reconciliation, resolving occupancy cost disputes, and flagging critical accounts
- Competitor Mapping and benchmarking for strategy and expansion planning

**ICICI SECURITIES India****Assistant Vice President - Investments (Jan 17- Aug 18)**

- Transaction and investment advisory on core assets and portfolios in commercial, IT, Hospitality, and Retail segments. Scouting and securing Investment opportunities for residential and commercial projects.

**CUSHMAN & WAKEFIELD INDIA****Assistant Vice President – Office Leasing (Sept 13- Jan 17)**

- Client Servicing and portfolio management for corporate occupiers
- Advise clients on market conditions, price movements, and arbitrage opportunities in the office market
- Site inspections, market analysis, and rental benchmarking and reporting for occupiers
- Marketing of Assets for Landlords, occupancy planning, and developing market penetration strategies

**YUM! FOODS (KFC, Pizza Hut, Taco Bell)****Deputy Manager - Planning & BD (Jan 13- Aug 13)**

- Market Planning and Feasibility for new sites for the equity-owned outlets of Yum Brands
- Space Planning, acquisition, and site selection for 200+ stores of all brands across India
- Market Trend and competition analysis to generate insights for real estate strategy and expansion into new markets

**CBRE India****Assistant Manager – Office Leasing (Nov 09- Jan 13)**

- Transaction Management for lease and sale of office space for Corporate Occupiers and end users.
- Manage landlord and tenant relationships for the North & East India region
- Reconciliation of lease documents to ensure compliance with timelines for ROFO/ROFR, escalations, renewals

**JONES LANG LASALLE, India****Analyst, Pan India Business Development (Mar 08 - Aug 09)**

- Analyzing and responding to Request for Proposals for multi-city and multi-business line pitches
- Support nonlegal lease interpretation of clauses on lease agreements and Heads of Terms for Pan India leases.
- Creating business intelligence tools for lease clauses and commercials including taxes, and outgoings, to analyze the financial impact on tenant

**EDUCATION AND CERTIFICATIONS**

- Master's in Business Administration from the University of New Brunswick, Saint John, 2023
- Undergraduate Degree in Business; BBS Honours from Jamia Millia Islamia, New Delhi