

## Professional Summary

Results-driven AG12 professional with 15+ years of experience in Agricultural sector, offering a unique blend of Operational and Strategic Management consultancy expertise in Food and Agribusiness, Financial Inclusion, and Agri SME financing. Proven track record of driving business growth, leading high-performing teams, and fostering strategic partnerships.

## Professional Experience

### Director - Agri & Natural Resources

Inazuma.co | Jan 2020 - Present

### Senior Manager - Agribusiness Consulting

PwC | Jun 2015 - Dec 2019

#### **Key Achievements:**

- Developed and implemented a market entry strategy for a leading agrochemical company, resulting in 25% market share within the first year.
- Led a team of consultants in conducting a comprehensive supply chain analysis for a food processing company, identifying opportunities for cost reduction and process optimization.

#### **Responsibilities:**

- Provided strategic advisory services to agribusiness clients across the value chain.
- Managed and mentored a team of consultants, ensuring high-quality deliverables and talent development.

### Manager - Financial Inclusion and Agri Finance

KPMG | Jan 2012 - May 2015

#### **Key Achievements:**

- Designed and implemented a financial inclusion program for a leading bank, targeting rural communities and resulting in a 30% increase in customer base.
- Conducted a feasibility study for an agri-SME financing initiative, securing funding from a prominent impact investor.

#### **Responsibilities:**

- Advised clients on financial inclusion strategies and agri-finance products.
- Collaborated with cross-functional teams to develop innovative financial solutions.

### Relationship Manager - Agribusiness

Rabobank | Aug 2008 - Dec 2011

#### **Key Achievements:**

- Built and maintained a portfolio of agribusiness clients, achieving a 20% increase in loan book value within two years.
- Developed and executed a marketing strategy to promote agri-finance products, resulting in a 15% increase in new business acquisitions.

#### **Responsibilities:**

- Managed client relationships, providing tailored financial solutions and advisory services.
- Identified new business opportunities and developed strategic partnerships.

## **Education**

### **B.Sc. - Agriculture**

Punjab Agricultural University (PAU) | 2006

## **Technical Skills**

#### **Business and Strategy:**

- Business Planning
- Business Strategy
- Business Development
- Strategy
- Market Research
- Strategic Planning

#### **Finance and Banking:**

- Finance
- Banking
- Investment Banking
- Corporate Finance
- Restructuring
- Internal Audit
- Project Finance
- Financial Structuring

#### **Agriculture and Food:**

- Agribusiness
- Agriculture

- Food
- Food Safety
- Food Processing

**Management and Leadership:**

- Project Management
- Management Consulting
- Business Transformation
- Leadership
- Strategic Partnerships
- Management
- Team Management
- Organizational Development

**Analysis and Research:**

- Analysis
- Supply Chain Management
- Market Analysis
- Rural Development
- Value Chain Analysis
- Value Chain Management