**Rajat Balain**

***Strategic Corporate Planner/Business Development/Operational Excellence***

Cell: +66-6-18283962; Email: [rbalain6@gmail.com](mailto:rbalain6@gmail.com); Skype: rajat.balain

Performance driven executive with 15+ years of cross functional and global experience. Leveraged business acumen across diverse cultures and economies. Proven success in startup, medium sized and rapidly growing companies through expertise in strategic planning, business expansion and operational excellence.

**• Strategic Business Planning & Execution • Mergers & Acquisitions**

**• Budgeting & Financial Analysis • Cross Departmental Co-ordination**

**• Staff Recruitment & Training • Global Expertise in Asia, N. America, Europe**

**PROFESSIONAL ACCOMPLISHMENTS:**

* **REWARD HOLDINGS LTD./Bangkok, Thailand/ 2015-2016**
* Formulated a dozen Standard Operating Procedures to ensure operational efficacy
* Prepared strategies to attract and retain top talent for the company
* Drafted the mobile application’s user terms and conditions to ensure compatibility with company policies
* **ALLIANCE SELECT FOODS INT’L, Inc./Manila, Philippines/ 2004 - 2014**
* Focused on product portfolio diversification and backward integration resulting in a 600% increase in sales spanning 2004 - 2014 period to US $100M, with aggregate increase of 4.5% growth/QTR.
* Supported the Company’s strategic initiative by identifying growth opportunities and repositioning it as a fully integrated firm
* Co-ordinated all M&A activities and provided leadership to the team, kept track of progress of all team activities
* Negotiated global transactions, resulting in 4 pivotal acquisitions, valued at US $20M+ in the Asia Pacific region (Indonesia, New Zealand and USA)
* Instrumental in assisting the company in raising US $25M+ through Initial Public Offering (IPO), Stock Rights Offering (SRO) and private investors and co-authored the company’s IPO and SRO prospectus
* Promoted to Assistant Vice President (A.V.P) within 3 years (2004 – 2007). Held Vice President position at the company’s Corporate Planning Division (2012-2014)
* **JAGTAR & CO./Bangkok, Thailand & W. Hollywood, USA/ 1994 - 1999**
* Implemented marketing strategies in the export division. Doubled sales over a 4 year period at the Bangkok office. Worked in the capacity of export manager, handling day to day operations in the horizontal alignment of the export division. Overseeing sales P&L reports of the export division, sales US $5M+

**PROFESSIONAL WORK EXPERIENCE:**

* **Reward Holdings Ltd., Bangkok, Thailand** **Apr. 2015 – Jan.2016**

**Chief Operating Officer (COO) & Chief Financial Officer (CFO)**

* Assisted in formulating the company’s future direction and supported tactical initiatives
* Accountable for the firm’s administrative, financial and risk management operations
* Participated in key decision as a member of the executive management team
* Prepared various contractual agreements with stakeholders to ensure compliance with company objectives
* Assisted with preparation of financial forecasts
* Monitored cash balances and cash forecasts
* **Alliance Select Foods Int’l, Inc., Manila, Philippines** **Nov 2004 – Dec 2014**

**Vice President – Corporate Planning & Compliance Officer**

**Strategic Corporate Planning Responsibilities**

* Reviewed, analysed and studied financial statements and data provided by acquisition targets and derived insights about business performance, viability and opportunities for growth
* Communicated strategic goals to key stakeholders to build support for company growth
* Meticulously drew up a comprehensive due diligence program that ensured identification of all material facts
* Liaised with outside experts during the expansion process to maximize value for the company
* Resolved product, market and operational issues throughout the implementation process
* Tracked performance of relevant company goals and targets
* Prepared detailed Information Memorandums for the company’s Board of Directors with investment recommendations
* Participated in negotiations with local and foreign financial institutions for loans and collaborated with investment banks to raise funds publicly
* Studied, analyzed and researched efficacy of undertaking capital investment projects and made appropriate recommendations to the Chief Executive Officer

**Treasury Responsibilities**

* Forecasted cash flows to optimize company’s financial management
* Co-ordinated across functions to improve working capital
* Ensured adequate liquidity to support the company’s growing operational needs
* Maintained banking relationships with financial institutions

**Compliance Responsibilities**

* Prepared periodic reports on a timely basis for disclosure to the stock exchange and other regulatory bodies
* Monitored the performance of the company’s compliance program and took appropriate steps to improve its effectiveness
* Ensured compliance with outside regulatory requirements and internal company policy
* Acted as company spokesperson and kept the public updated on vital company issues by preparing press releases
* Frequently made business presentations to potential investors which resulted in increased investments in the company
* **The Trust for Public Land; San Francisco, USA Dec 2003 – May 2004 Financial Analyst - Intern**
* Involved in budgeting and forecasting annual budget
* Assisted in variance analysis
* **Jagtar & Co.,/W. Hollywood, CA, USA - Bangkok, Thailand Apr 1994 – Jul 1999**

**Operations/Export Manager**

* Researched and analysed market trends that led to an approximately 20% growth in sales in USA
* Forecasted customer sales and managed product inventory to improve the company’s working capital
* Coordinated design development across three departments thus ensuring product demand
* Assisted in tapping additional export markets, formulating new marketing strategies leading to doubling of exports in the 1994-1998 period
* Recruited and trained 3 sales staff at the company’s head office
* Selected sales agents in Europe export markets to market company products
* Supported the President in achieving business objectives

**EDUCATION:**

* San Francisco State University, CA, USA; M.A. – Economics Jun 2002 – May 2004
* University of San Francisco, CA, USA; M.B.A Aug 1999 – May 2001
* Graduated with Beta Gamma Sigma academic honours
* Assumption Business Administration College, Bangkok, Thailand; B.B.AJun 1990 – Mar 1994

**References**: Available upon request