

2007

CORPORATE AGE : 15 YEARS

Demonstrated history of working multi-industry, across corporate & consulting setups. Skilled in Corporate Strategy & Organization Development through Business Planning & Transformation, Investment Diligence and Investor Relations.

2022



Post Graduate Diploma in BUSINESS MANAGEMENT
BSc. in STATISTICS | LEAN Guide & SIX SIGMA Black Belt

Experience of approaching organization wide challenges using financial expertise, along with analytical skills to deliver effective analysis and frameworks, that stimulates decision making driving agile execution on business growth priorities.

ENTERPRISE STRATEGY & TRANSFORMATION GROWTH STRATEGY (MID to LONG - TERM)

- **Competitive Strategy Frameworks:** Business Model Innovation, Diversification, Product Development, Growth & New Markets, Go-to Market strategy, Business Plan Formulation, Project Appraisal & Management, Bid Management
- **Business Planning: Budgeting and AOP (Annual Operating Plan)** Development, in alignment in organizational goals and agendas. Corresponding Balanced Scorecard technique for performance measurement.

BUSINESS TRANSFORMATION

- **Program Management:** Skilled in handling multiple projects across different business units, ensuring efficient engagement administration. Cross-functional collaboration [CEO/ COO's team] with subject matter experts from various verticals and business unit heads for deliverables towards internal as well as external customers. Preparation of Management Dashboards for Company-wide Strategic Alignment & Reviews.
- **Business Excellence:** Resource Prioritization & Performance Optimization. Implement data consolidation and analysis frameworks for monitoring, measurement, course correction and communication to align performance with strategic business goals.

CORPORATE DEVELOPMENT (Equity alliance)

- **M&A/ PE/ JV; Fund Raising:** Investment Diligence, Valuation, Deal Structuring, Investment Documentation (preparation of Information/ Private Purchase Memorandum, Pre/Post Money Term Sheets)

BUSINESS DEVELOPMENT

Alliances & Partnerships: Business growth through proactive Business Development, Liaison and Client & Investor engagement initiatives.

Business Case Development Consultant: Pitch Strategy and Business Storytelling for high-stake business and investor presentations.

TECHNICAL SKILLS

CORPORATE FINANCE

- FINANCIAL MODELING
- VALUATION

DECISION OPTIMISATION

- DATA ANALYTICS & FORECASTING
- MODELLING & SIMULATION
- AHP PRACTITIONER
- LEAN GUIDE

SOFTWARE SKILLS

MS OFFICE, POWER BI, TABLEAU, MINITAB

CLIENT LOCATIONS

INDIA
AUSTRALIA
SOUTH AMERICA
JAPAN
SINGAPORE & MALAYSIA

ACROSS INDUSTRIES

- Social Impact Space / Investing (Shared Value Creation)
- Consumer Utilities, FMCG/ Retail, Pharmaceuticals, IOT & Mobility, AgTech, Ed Tech, FinTech, Media & OTT, Market place, Hospitality, Software & IT Infra/ Cloud
- Real Estate & Development Infra

INDEPENDENT CONSULTANT | May 2015 – October 2017 | May 2018 – till date

GROWTH & TRANSFORMATION ENABLER | Undertaken **50+ projects** for businesses across Domains, Industries and Organization Type (Early Stage– Mature and VC Funds)

Partial List – Indicative of Diversity of Industries, Geographies & Scope

Growth & Business Transformation

On-board Consultant for Business Transformation, Growth Strategy & Planning & Value Creation through Business product and business model innovation

- Consultant to Digital Marketing Agency (Closed a **Strategic (Business) Alliance** with large Offline Media Agency)
- Business transformation and analytics consultant to (national award winning) FMCG (food-millet) business. (**Planning to MIS and Operational Analytics** – Inventory to Sales Planning)
- Valuation & growth strategy consultant for partner firm clientele
- **Consultant to Australia Based Consulting Enterprise** for Improving Operational Efficiency
- **Brand Assessment and Strategy Consultant** to Boston/ Mumbai based Impact Investment Consulting Organization

Analytics & Financial Modelling

- **Financial Modelling** for an estate audit and formalising **SaaS based technology** enterprise in **South America (Omidyar network Funded)**

Company Valuation

- **Big Data** Software development enterprise at ~ USD 7 Mn
- **FinTech** enterprise preparing to raise USD 4 Mn from investors
- Bentonite Based **Industrial** business at ~ INR 30 crore
- Product- market fitment study for development insights for a **GIS enterprise (Omidyar network Funded)**
- Developed Investment Thesis for a (upcoming) **Pharma Fund**

Business Case Development

Product Story & Strategy Roadmap Presentation (for PE investors) for leading **Pharmaceuticals (Injectables)** enterprise to PE investors for a new product launch

HDFC REALTY LTD. (MUMBAI)_(Interim) Capacity Building & Business Continuity Role
REGIONAL HEAD [ASST. GENERAL MANAGER – CONSULTING & VALUATIONS]
November 2017 – April 2018

- Active involved in formulating BD strategies for the enterprise; Sourced and delivered valuation & consulting assignments from major funds & developers in Maharashtra, Gujarat & MP region
- Responsible to scaling up team for Western region; Key Clients handled include (Partial List) – SEBI, IIFL, ARCIL, Siemens, Reliance, etc.

CBRE SOUTH ASIA (P) LTD. (HYDERABAD – PUNE)
SENIOR CONSULTANT STRATEGIC ADVISORY | May 2011 – April 2015

KRA	Key Assignments Handled (PARTIAL LIST)
RESPONSIBLE FOR REGIONAL (VERTICAL) P&L <ul style="list-style-type: none">• BD & Key Account Management• Team Engagement (7 – 8 professionals)• Project Management	<p>BP (Business Plan) formulation for an Industrial Park projects (approx. 4,000 acres in, Tamil Nadu, approx.. 600 acres in Telangana)</p> <p>Location Strategy Development Strategies & Asset Valuation - Concept Testing, Development Plan Formulation, Multi-asset Portfolio Strategies, Location Strategies, TEV/ Feasibility Studies, Asset Valuation.</p> <p>Pre & Post bid assistance (Cross Subsidization Strategy) for an Inter City Bus Terminal (ICBT), Hyderabad</p> <p>Investment related valuation & due-diligence exercises for various real estate assets, viz. land, under-construction and completed developments</p>

WATERHEALTH INTERNATIONAL (HYDERABAD)

MANAGER – STRATEGIC PLANNING [COO’s OFFICE]

March 2010 – May 2011

KRA	Key Assignments Handled (PARTIAL LIST)
GROWTH STRATEGY <ul style="list-style-type: none"> Expansion, Diversification, Strategic Strategic Alliances Business Plan (BP) Formulation Development of the AOP (FY11-12) Project Management Office Bid management - pre/ post bid financial assessment PROGRAM MANAGEMENT OFFICE	<p>BP and Project implementation strategy) - Setting up an integrated captive delivery infrastructure for distilled water. In addition, raised requisite debt fund for the same – project operational since Dec ‘2011</p> <p>BP & Fund raising for a JV for one of the largest company in Bangladesh along with IFC (World Bank), to set up 450+ water treatment plants across Bangladesh – JV company operational since April ‘2011</p> <p>Market Entry & Roll Out Strategy – identified & evaluated feasible/ potential geographies across India for setting up drinking water (treatment) infrastructure business; along with formulation of business roll out strategy</p> <p>Cost Optimization - (i) Developed in-house strategy to covert in-house Water Quality testing labs from a cost center to a profit-making unit</p> <p>(ii) Identification and (planned) relocation of loss making units/ plants to potentially viable geographies</p>

TOTEM INFRASTRUCTURE (HYDERABAD)

MANAGER – STRATEGY & ACQUISITION [COO’s OFFICE]

June 2008 – March 2010

KRA	Key Assignments Handled (PARTIAL LIST)
INVESTMENTS (PE, M&A) & FUND RAISING <ul style="list-style-type: none"> Business Plan & IM development, Valuation Preparation of Information/ Private Purchase Memorandum, Pre/Post Money Term Sheets Investor Relations & Sourcing PROGRAM MANAGEMENT OFFICE	<ul style="list-style-type: none"> Financial Assessment (Target Company), Valuation for companies into Clinical research, ITES, E-commerce and HR Consulting (deal closed) Evaluated 100% acquisition deal of a construction equipment manufacturing entity Project feasibility assessment for various real estate and infrastructure development projects

DLF LTD. (DELHI)

ASSISTANT MANAGER – TREASURY | PROGRAM MANAGEMENT

[CFO’S OFFICE, MD’S OFFICE]

March 2007 – June 2008

KRA	Key Assignments Handled (PARTIAL LIST)
TREASURY [CFO’s Office] <ul style="list-style-type: none"> Investment Advisory (Project Feasibility, Project Valuation) Fund raising – Project IM development, deal structuring, investor relations, MIS exchange & enabling investment flow into the project SPVs 	<p>Part of the following few key deals,</p> <ul style="list-style-type: none"> DLF – Merrill Lynch deal worth INR 1,481 Crore DLF – Brahma Investments deal worth INR 194 Crore
PROGRAM MANAGEMENT [MD’s Office] <ul style="list-style-type: none"> Project Management Office – Board Meeting Presentations (Pan India projects’ progress review & reporting) 	<p>Budgeting, Data Consolidation, Budget Variance analysis, Identifying & Reporting Project Bottlenecks via. Management Dashboard presentations</p> <p>Liaised with McKinsey (External Consultant) for implementing company-wide MIS framework</p>

Degree	Institute/College	Board/univ.	Period
PGDBM [International Business]	Symbiosis Institute of Management Studies, Pune	Symbiosis International Univ.	2005 – 2007
BSc. Statistics [Honors]	Fergusson College, Pune	Pune Univ.	2002 – 2005

Certification	Institute	Period
Lean Practitioner & Lean Guide	Benchmark Six Sigma	2022
Excellence in Continuous Improvement Leadership Practitioner	Benchmark Six Sigma	2022
Strategic RPA Practitioner	Benchmark Six Sigma	2022
Analytical Hierarchy Process (AHP) Practitioner	Benchmark Six Sigma	2022
Agile Leadership Practitioner	Benchmark Six Sigma	2022
Business Modelling Expert	Benchmark Six Sigma	2022
Lean Six Sigma Black Belt [LSSBB]	Benchmark Six Sigma [Exemplar Global]	2021

OTHER COURSES & WORKSHOPS	
2021	Customer & Operations Analytics [University of Pennsylvania @ Coursera]
2010	Balanced Scorecard [Kaplan Professional]
2009	Financial Statement Analysis & Business Valuation [Dun & Bradstreet]
2008	IPO Workshop [American Academy of Financial Management]
AWARDS	

- Awarded the **‘WHINSpire Challenger 2011’ award** for epitomizing the company’s (WaterHealth International) core value of creativity
- Active participant / organizing team of TiE events, ISB business plan competitions (2008)