

Education

| Qualification | Year | Board/University | Institute | CGPA/% |
|---------------------------|------|--------------------------------------|--------------------------------------|---------|
| PGDM(Finance & Strategy) | 2012 | MDI, Gurgaon | MDI, Gurgaon | 6.61/10 |
| B.E (Electronics & Comm.) | 2008 | Birla Institute of Technology, Mesra | Birla Institute of Technology, Mesra | 86.60 |
| XII | 2004 | ICSE | Ispat English Medium School | 92.20 |
| X | 2002 | ICSE | Ispat English Medium School | 92.67 |

Academic Achievements

- Recipient of NTSE scholarship by NCERT, 2002.
- First class with Distinction in Electronics and Communication stream, 2008.
- Secured 99.45 percentile in CAT 2009.
- Shortlisted for prestigious OP Jindal Engineering & Management Scholarship from MDI Gurgaon, 2010.

Professional Certifications

- Financial Risk Manager (FRM) – Certified by Global Association of Risk Professionals, USA, September 2016.
- Cleared CFA Level 2 Examination, CFA Institute USA, July 2012.
- Certification in Financial Modelling and Valuations from Wall Street School, New Delhi May 2020- June 2020.
- Strategic Human Resources Leadership Programme from eCornell University and Talentedge , USA Ongoing.
- Executive Development Program in Financial Analytics from XLRI, Jamshedpur and Talent edge, Ongoing
- Executive Programme in Algorithmic Trading by Quantstati Quantitative Learning Private Limited, Ongoing.
- Advanced Executive Program in Cybersecurity from NTT Rourkela and Edureka ,Ongoing.
- Professional Certificate in Data Science from Harvard University and Edx, Ongoing.

Professional Awards

- Received CRISILites award for performance (CLAP Award) in March 2015, May 2016 and March 2018.
- Nominated as key member of the Emergency Response Team (ERT).

Summary

An infrastructure management consultant with 10 years of experience focusing on urban infrastructure segment for international clients in Kenya, Ghana and Tanzania and government level agencies like Ministry of Housing and Urban Affairs and National Skill Development Corporation and central, state and local level agencies. My work entails engagement delivery, report writing, preparing presentations, business development and capacity building activities.

Post MBA Professional Experience**7.5 years****Nomura Research Institute Consulting and Solutions****Dec 2020 – Jan 2021(2 months)****Intern**

- Understanding Tariff and Current Regulations of discoms in the state of West Bengal.
- Benchmarking of the financial performance of discoms of West Bengal with states with Maharashtra, Gujarat, etc.

Odisha State Road Transport Corporation on contract of Palladium Group, Bhubaneswar Aug-2020 - Nov 2020(4 months)**Procurement Analyst**

- Prepared an extensive note on the reforms proposed for improving the services of State Transport Undertakings.
- Reviewed the composite tender for building works and proposed changes with respect to EMD and performance security.
- Prepared a RFP for selection of Wi-Fi Hotspot Service Provider and implementation of RFID based parking system
- Prepared a Standard Operating Procedure(SOP) for repair and maintenance of vehicles and aligned procurement
- Prepared the technical evaluation report for 200 bus procurement tender. Attended the financial bid opening.
- Collected data with respect to allottees address, mobile no, current rent, rent paid in last 3 months and rent outstanding.

Siddheswarpur Sristee**March 2020 -July2020 (5 months)****Accountant**

- Maintenance of accounts on a daily basis in a general ledger
- Reconciling the accounts on weekly basis
- Talking to customers on a daily basis and explaining them the terms and conditions of loan and repayment

Resurgent India Pvt Ltd, Gurgaon**Nov 2019 - Dec 2019(2 months)****Sr. Manager, Insolvency Vertical**

- Tasked with reading the Indian Insolvency and Bankruptcy code 2016 and its amendments till date
- Prepared the minutes of meeting attended by the Committee of Creditors.
- Took site visits to the places where existing defunct facilities of the bankrupt companies were present to assess the current state.

35 years **Linkedin :** <https://www.linkedin.com/in/arnab-purkait/>

- Prepared presentations to outline the current state of progress of each mandate along with release of money to claimants.
- Verified the claims of the individual lenders and collated them.

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Siddheswarpur Sristee

May 2019 -Oct 2019(6 months)

Accountant

- Maintenance of accounts on a daily basis in a general ledger
- Reconciling the accounts on weekly basis
- Talking to customers on a daily basis and explaining them the terms and conditions of loan and repayment

Deloitte Touche Tomatshu India Pvt Ltd , Gurgaon

Nov 2018 – April 2019(6 months)

Senior Consultant, GUIDE Vertical

Key Projects

Smart City Mission (SCM) – Mission Management Unit

Client: Ministry of Ministry of Housing and Urban Affairs, Government of India

India's Smart City Mission (SCM) is being implemented through a Mission Directorate at National Level supported by a dedicated Mission Management Unit (MMU) comprising domain experts and support staff. MMU provides technical support to Ministry of Housing and Urban Affairs (MoHUA) for project planning, management, monitoring & evaluation for effective implementation of the mission in the fields of Finance, Infrastructure, Environment, Social-Economic and Institutional Development. I was staffed as Programme Analyst (MIS) in this unit

- Monitoring of projects and identifying bottlenecks in their implementation
- Capacity assessment and filling in the gaps through training, knowledge dissemination and fostering best practices
- Developing effective financing strategies to develop bankable projects

Destination North-East: Unlocking Development Potential

Nov 2018- Dec 2018 (2 months)

Senior Consultant

- Studied North East India- Gateway to South East Asia and Historical Policy.
- Analysed the North East economy : Unexploited potential.
- Augmenting connectivity and accessibility: Key to socio economic development.
- Analysed roads, railways, airports, waterways to enhance seamless regional connectivity.
- Studied powering north east by tapping hydro potential and Paradise Unexplored by exploring the tourism potential.
- Analysed moving forward progressing with prosperity.

CRISIL Limited, Gurgaon

Jan 2015 – Nov 2018 (47 months)

Lead Consultant, Infrastructure Advisory Group

Key business development activities

- Prepared a comprehensive proposal for technical and financial due diligence of funding proposals for National Skill Development Corporation (NSDC), resulting in winning the mandate and increased revenues by 1 crore/year.
- Prepared a comprehensive proposal for the PPP procurement for the 8 municipal projects for the Government of Tanzania, which was World Bank funded project, resulting in winning the mandate and increased revenues by 4 crore/year.

Key Projects

PPP Viability studies for 8 municipal projects for Dar es Salaam

Client: Govt. of Tanzania and World Bank

- Examined the infrastructure condition of city, associated economic activities and identified infrastructure gaps.
- Assessed the financial strength of the Local Government Authorities to undertake the implementation of identified projects.
- Identified eight projects across three sectors to be taken up for detailed feasibility studies.
- Undertook detailed institutional assessment of the six Local Government Authorities (LGAs).
- Reviewed the legal structure of the different PPP structures allowed in the country and suggested possible PPP options.
- Involved in stakeholder consultation during pre-feasibility, draft feasibility and feasibility stage.
- Lead capacity building sessions held during pre-feasibility and draft feasibility stage.
- Prepared inception report, first level assessment reports and draft feasibility reports.
- Prepared the draft and final EOI, RFP and RFQ for the eight projects.

Technical and Financial Due Diligence of funding proposals

Client: National Skill Development Corporation (NSDC)

- Prepared a report on public finance sector and skill development sector in India.
- Evaluated the proposal on technical basis based on the promoter's credentials, past experience, type of training infrastructure.
- Prepared a detailed checklist on which the proposals which could be filtered out, which did not meet the basic criteria.
- Evaluated the proposal on financial basis based on the revenue structure, cost structure, financing models, IRR and ROCE.

- Presented the proposal to the Proposal Evaluation Committee (PEC) and Proposal Approval Committee(PAC) for their comments.

Public Private Partnerships for Affordable Housing in India

Client: Ministry of Housing and Urban Affairs and Department of International Development (DFID)

- Designed and structured PPP models of affordable housing segment applicable across India.
- Undertook comparative analysis for PPP models with respect to scope of work, project structure and financing arrangements.
- Prepared the draft and final EOI, RFP and RFQ agreements for the different types of housing based projects.

Generating revenue through retail and commercial performance in airport terminals

Client: Directorate of Civil Aviation

- Assessed the revenue drivers such as passenger travellers and users, retailers, airport management, etc,
- Passenger user segmentation- departing and arriving passengers, airport visitors, well-wishers and airport staff.
- Passenger segments-flow patterns in terms of domestic and international and different halls.
- Passenger travel behaviour in terms of business or holiday, frequency of flying and duration of trip.
- Terminal space -allocation and distribution- airside arrivals and departures, landside arrivals and departures.
- Retail offers- airside and arrivals shopping, landside departures hopping and arrivals shopping and shopping centre.
- Retail offers – merchandise mix-cosmetics, sunglasses, toiletries, jewellery and watches, mixed fashion, chocolates, music.
- Duty free and speciality shops -local, regional, national , international performance, turnover, space occupied,% rent paid.
- Retail offers- airside and arrivals shopping, landside departures hopping and arrivals shopping and shopping centre.
- Catering offers- airside and arrivals shopping, landside departures hopping and arrivals shopping and shopping centre.
- Shopping environment- airside and arrivals shopping, landside hopping and arrivals shopping and shopping centre.
- Shopping environment-concept, planning, design development, elements, structure.
- Airport management posture and airport revenues- retail catering and service revenues.
- Understanding travel behaviour like buying from airside shops, landside bars/cafes, airside bars/cafes.
- Taking up a branding exercise for a nice airport to reflect the fame, style, glamour and glitz of the airport
- Passengers spends airside and landside and passenger purchase motivation and financial model.

Preparing a bond guarantee fund for India(BFGI)

Client: Asian Development Bank and Department of Financial Services, Ministry of Finance

- Market demand and demand analysis and stakeholder interactions- Establish business case for BFGI.
- Study facilities similar to BGFI and develop a business model to establish financial viability of BFGI.
- Review and develop legal framework , and corporate governance structures and frameworks.
- Knowledge dissemination through road shows and seminars.

Pune towards Smart city

Client: Ministry of Housing and Urban Affairs and Pune Municipal Corporation

- Assessed the score card and pre-condition documents.
- Reviewed PMC's budget, fiscal capacity as well as technical and administrative capacity.
- Prepared Pune City Version 1.0 and elaborated Citizen Participation framework
- Studied PMC's initiatives towards Smart Cities Mission

Capacity building for urban development

Client: Ministry of Housing and Urban Affairs and Jhansi Nagar Nigam

- Prepared an extensive note on value capture financing land based fiscal tools.
- Review of secondary documents, collection and analysis of city background information.
- Conduct review of ongoing/proposed development projects and assess existing VCF provisions in the state.
- Review of policy, legal and municipal finance and assessment of land and property market.
- Enhancing existing tools, identifying new tools that can be introduced and stakeholder consultation on VCF tools.
- Drafting contract agreements and orders, drafting changes in byelaws and implementation plan -short and long term.

Developing a model policy framework for Management of Unsolicited Proposals in Infrastructure Projects

Client: Public-Private Infrastructure Advisory Facility (PPAIF), World Bank

- Created a model policy framework for the management of unsolicited proposals in infrastructure projects

Feasibility study to develop a potential credit line to NHB dedicated to Green Building in the Residential Sector

Client: Agence Francaise De Developpement

- Reviewed the Indian Green Building Market.
- Studied the existing regulatory and institutional framework for residential buildings and green residential buildings.
- Identified the relevant French Expertise and Technologies in the Indian Green Building Market.
- Did an overview of regulatory frameworks in the Green Residential Building in France and India.
- Overview of the Financial Intermediaries and Financial Institutions and meetings with NHBs and HFIs.
- Review of appraisal process of NHB for refinancing and HFC's and banks.

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- Assessed the market potential and existing green residential building market in India
- Forecasted and assessed the market potential of green affordable housing in India.
- Assessed the gaps in regulatory frameworks in the Indian Green Residential Building sector.
- Assessed the Technical Assistance need and volume and Financial Institutions needs

Transaction advisory for development of sports and residential camping facilities through PPP at NSC. Winneba.

Client: Govt. of Ghana and World Bank

- Assessed the current situation of sports in Ghana in terms of number of sporting events, type of sports, advertisers, players, etc.
- Undertook detailed benchmarking assessment of different sport infrastructure across the world in term of revenues and footfall.
- Reviewed the legal structure of the different PPP structures allowed in the country and suggested possible PPP options.
- Involved in risk assessment, description of risk, level of risk and government support needed to mitigate the risk.
- Studied the laws regarding the government loans, guarantees, environmental and heritage legislations.
- Was involved in bid process management and liaising with technical and financial consultants.
- Involved in stakeholder consultation during pre-feasibility and final feasibility stage.
- Lead capacity building sessions held during pre-feasibility stage and final feasibility stage.
- Prepared inception report, pre-feasibility report and final feasibility report.
- Prepared the draft and final EOI, RFP and RFQ agreements for the above project.
- Prepared the project procurement plan, intuitional framework for project implementation and project procurement schedule.

Economic and Sector Work Studies – Realizing PPP Opportunities in Kenya

Client: Govt. of Kenya and World Bank

- Appraised the macro-economic scenario of PPPs in Kenya and reviewed the existing pipeline for its PPP feasibility.
- Assessed the institutional, financial, and legal issues which were hampering PPP's in the country.
- Proposed additional 20 PPP projects across different sectors such as roads, water supply, healthcare, tourism and energy.
- Examined current status of financing and the subsequent gaps and impediments.
- Explored novel ways for exploring infrastructure financing options through infrastructure funds, sovereign and pension funds.
- Enlisted a comprehensive list of measures to facilitate and further the promotion of PPPs in the country.

ICRA Management Consulting Services Limited, Delhi

Jun 2012 – Dec 2014 (31 months)

Analyst, Government and Infrastructure Advisory Group

Kolkata Urban Services for the Poor

Client: Govt. of West Bengal and Department of International Development (DFID)

- Simplified the State level PPP guidelines for the Urban Local Bodies in accordance with the state level PPP Policy.
- Supported assessment of public financial management reforms such as tax and non-tax revenue and expenditure analysis.

Streamline Procurement and Contracting Process, Post Contract Management Process and Integration of Financial Process

Client: National Disaster Management Authority (NDMA)

- Evaluated the current processes followed and drafted the As-Is state of processes through stakeholder consultations.
- Prepared re-engineered workflows in accordance with Governmental guidelines.
- Prepared comprehensive bid documents and MoU formats for procurement and project related schemes.

Assessment of Infrastructure and Infrastructure Financing Opportunity in Bangladesh

Client: L&T Financial Services Company

- Appraised the existing situation, key policies and proposed investment plans across major infrastructure sectors in the country.
- Envisaged key potential projects to be financed on a public private partnership model.

JNNURM Reform Appraisal in the state of Assam and Meghalaya

Client: Govt of Assam and Meghalaya and Ministry of Urban Development, Govt of India

- Undertook state and district level visits to assess the progress of reforms in the states of Assam and Meghalaya.
- Monitored and validated the mandatory and optional reforms results and impacts at the state level and ULB level.
- Investigated key shortfalls and provided a basis for actions to be taken on constraints in implementation and remedial measures.
- Prepared detailed and comprehensive reports along with a detailed scorecard outlining the status of the JNNURM reforms.

Vision Tamil Nadu 2023: Strategic Plan for Infrastructure Development in Tamil Nadu

Client: Govt. of Tamil Nadu and Asian Development Bank

- Forecasted the potential demand supply gaps across sectors like ports, roads and highways and industrial corridors in the state.
- Formulated key project profiles across the sectors with their targeted impact and implementation strategies.

Pre MBA Professional Experience

2 years

Ernst & Young India Private Limited, Gurgaon
Consultant, IT Risk and Assurance - Risk Advisory Services

February 2010 – May 2010(4 months)

Roles & Responsibilities

Data Profiling

- Responsible for the evaluation of the fundamental characteristics of the organization's data through data profiling and to identify and develop an inventory of associated potential risks.
- Responsible for the application and execution of journal entry analytics to identify anomalies in support of the financial reporting and close process and the associated risk of management override.
- Applied data analysis techniques increasing efficiency, enhancing productivity, and improving the accuracy of the data the company relies upon for key decision making and reporting through ACL, SPSS and Tableau.

Deloitte Assurance and Enterprise Risk India Private Limited, Hyderabad **June 2008 – January 2010(19 months)**
Consultant, Risk Information Services- Financial Statement and Internal Control Audit

Roles & Responsibilities

Journal Entry Analytics

- Handled Exploratory Data Analysis in Sarbanes Oxley audit engagements for Fortune 500 companies.
- Evaluated the characteristics of the client's financial data and identified an inventory of associated potential risks.
- Identified anomalies in journal entry transactions to facilitate correct financial reporting under the SAS99 reporting standards.
- Executed data profiling and assessment activities within the data quality framework to meet business objectives through SAS SQL.

Internship

2 Months

Axis Bank Limited, Head Office, Mumbai

April 2011 – May 2011 (8 weeks)

Title: Analysis of various models evolving in Urban Infrastructure space and scope of institutional finance.

- Assessed the Indian Urban Infrastructure segment and identified funding levels achieved and projected requirement
- Estimated debt servicing capabilities of potential municipal corporations and the volatility of their revenue generation

Received a PPI offer for excellent performance during the summer internship

Extra-Curricular Activities

- Campus Runners up, Mahindra War Room, Financial Services Sector, 2011
- National Winner, Avaya Business Case Study Challenge for Best Product Idea in Business Communication, 2011