

Anish Raj Swamikutty

MRICS, MCR

Leverage extensive expertise in Commercial Real Estate, Leasing, and Marketing to drive strategic initiatives that accelerate business growth, strengthen market positioning, and optimize operational efficiency to spearhead transformative projects, cultivate high-performance teams, and deliver innovative solutions.

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CORE COMPETENCIES



SOFT SKILLS

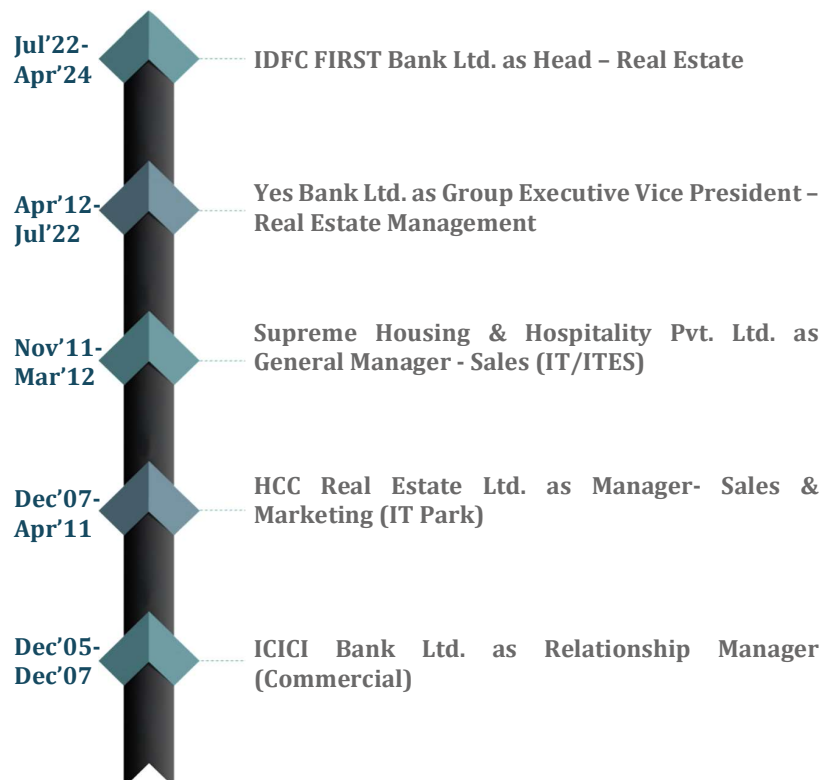


PROFILE SUMMARY

- Offering expertise of **nearly 3 decades** with **consistent track record of progression**, repeatedly achieving goals and producing immediate improvements in the Real Estate sector, focusing on diverse aspects of **Corporate Real Estate** such as strategic planning, transaction oversight, and facility management.
- Possess comprehensive expertise across various **Corporate Real Estate domains, including Real Estate Strategy, Site Selection and Transaction Management, Design and Build, Facility Operations, Workplace Strategy, and Portfolio Optimization.**
- Developed and implemented real estate strategies that aligned with corporate goals, enhancing organizational value and positioning in the market.
- Extensive experience managing large, diverse real estate portfolios, including acquisition, disposition, leasing, and property management, with a focus on long-term value creation and risk mitigation.
- Adept at collaborating with C-suite executives, finance, legal, and operations teams to drive business growth and operational efficiency through real estate decisions.
- Expertise in budgeting, **financial modeling, and P&L oversight, ensuring cost-effective real estate solutions and improved return on investment (ROI) for the organization.**
- Skilled at building, mentoring, and leading high-performing teams to execute corporate real estate strategies effectively, fostering a culture of accountability and excellence.
- Established and nurtured long-term partnerships with key industry players, including developers, investors, and government bodies, to unlock new opportunities.



CAREER TIMELINE (Recent 5)



WORK EXPERIENCE

Head-Real Estate IDFC First Bank Ltd. Jul'22-Apr'24

Key Result Areas:

- Held responsibility for overseeing the Bank's Real Estate portfolio and capital function; developed and implemented the Bank's Real Estate Strategy; supervised a budget allocation of **INR 500 Crore**.
- Managed all facets of planning, budgeting, and execution for interior design and space optimization.
- Directed the mitigation of **legal and financial risks** associated with real estate transactions.
- Mentored and developed senior talent within the real estate department, empowering them to take on leadership roles and contribute to the organization's success.
- Conducted in-depth financial modeling, large-scale asset capital planning, and feasibility assessments.
- Acted as the contract administrator for service vendor agreements, including negotiating scope adjustments and ensuring adherence to contract terms and conditions.
- Mentored and developed senior talent within the real estate department, empowering them to take on leadership roles and contribute to the organization's success.
- Ensured partner performance in alignment with defined performance criteria, led analyses and audits of partner performance, and participated in the quarterly business review process while fostering strong partner relationships.
- Oversaw project management, closely monitoring budget adherence, cost controls, demand forecasting, and time management to ensure on-time project delivery.
- Established governance frameworks to monitor and evaluate vendor performance, ensuring service level agreements (SLAs) and contract terms were consistently met.
- **Business Development:** Created annual business plan & strategies, managing end-to-end business operations from ground-ups; defined processes and creating appropriate systems for delegated functioning.

Group Executive Vice President – Real Estate Management Yes Bank Ltd. Apr'12-Jul'22

Key Result Areas:

- Formulated annual business plan for individual territories, ensuring the plan is implemented and executed properly to achieve stated objectives.
- Oversaw the management of the Commercial Real Estate Portfolio across **North, East, and South India**.
- Headed **space management and lease administration** functions for leased properties, ensuring optimal utilization and cost-efficiency.
- Ensured that all negotiation elements, including rent and deposit terms, were executed to achieve superior, market-leading conditions.
- Provided executive leadership and reporting to the board and senior management, ensuring alignment with organizational objectives and delivering strategic insights into real estate performance.
- Built and mentored high-performing teams, fostering a culture of collaboration, accountability, and excellence within the Real Estate function.
- Ensured the optimal availability and utilization of manpower and materials for Housekeeping operations, driving efficiency and service quality.
- Monitored compliance with statutory regulations and ensured adherence to the requirements set by various governmental agencies, while overseeing disciplinary and legal matters.
- Directed the identification, evaluation, and empanelment of vendors, including the development and management of **RFP processes, competitive bidding, price negotiations, vendor selection, and contract formulation**.

PREVIOUS WORK EXPERIENCE

General Manager - Sales (IT/ITES) Supreme Housing & Hospitality Pvt. Ltd. Nov'11-Mar'12

Manager- Sales & Marketing (IT Park) HCC Real Estate Ltd. Dec'07-Apr'11

Relationship Manager (Commercial) ICICI Bank Ltd. Dec'05-Dec'07

Property Advisor (Residential) Standard Chartered Bank Feb'05-Dec'05

Assistant Sales Manager (Residential & Commercial) Samartha Development Corporation Oct'02-Jan'05

Executive Sales India Properties Com Pvt. Ltd. Aug'00-Sep'02



EDUCATION

2012

Masters in Marketing Management (MMM) from IES MCRC, Mumbai

2007

Diploma in Marketing Management (DMkM) from Welingkar Institute of Management

1997

B.Sc.(Chemistry) from MV & LU College, Mumbai



CERTIFICATIONS

- MRICS – Issued by Royal Institution of Chartered Surveyors
- MCR (Masters in Corporate Real Estate) – Completed MCR course from CORENET
- Negotiation Strategy - Certification course from ISB (Indian School of Business), Hyderabad



PERSONAL DETAILS

Address: Bengaluru-560013, Karnataka

Languages Known: English, Hindi, Marathi & Malayalam

Date of Birth: 18th January 1976