

ABIJIT V AJI

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Business & finance professional with experience in leading technology backed businesses globally, within large corporations, venture investment houses and startup environments

EDUCATION

2013-2014 **Columbia University**, School of International and Public Affairs

New York

MPA, International Energy Management and Policy

2007-2008 **SP Jain School** of Global Management

Singapore

MBA, Finance and Marketing

2001-2005 **RV College** of Engineering

Bangalore, India

BE, Chemical Engineering

EXPERIENCE

Gradiant Corporation, Boston, Massachusetts, USA

Apr-16 to Present

Director, Finance and New Markets

Managing corporate financial investment initiatives: fund raising, corporate structuring, legal and tax strategy, international financing, budgeting/financial statements, contract negotiation/documentation and investor communication.

Transactions: Leading a \$5 M capital raise for Gradiant India and implementing a \$10 M financing facility for Gradiant USA

Supporting international business development & global strategy by liaising with CEO and Sr. VP, Business Development

Successfully led an effort to achieve a \$ 5M R&D grant for the company from Economic Development Board, Singapore

8 Rivers Capital, Durham, North Carolina, USA

Jan.15-to Nov.15

Associate

Techno-financial advisory to guide one of US's largest private sector energy and power utilities in diversifying into the water business.

Support involves origination, due-diligence and structuring of technology opportunities in the space of water supply and services.

Greenmax Capital Advisors, New York, USA

Jun.14 - Dec.14

Investment Associate (Intern), Transaction Advisory Team.

Developed an early stage financing facility to raise equity capital for the group's portfolio of clean energy projects in Africa

Supported Geothermal Development Corporation, Kenya (USEA project) in developing the structure for a public-private investment vehicle.

Reliance Power Ltd, India and Indonesia

Jun.08-Aug.13

Business Development Manager, Indonesian Coal Gasification Project, Jakarta, Indonesia

Dec.12 –

Aug.13

Appraised feasibility of a 1 MTPA, \$2 B+ synthetic coal to gas project

Structured a consortium financing model to raise \$ 600 M of equity capital for the project. MoU signed with tech partner.

Interfaced and negotiated with lender representatives of JBIC, ADB for syndication of grant and debt finance.

Senior Manager, Corporate Strategy and Planning, Mumbai, India

Sep.10 – Dec.12

Systematized the risk management organization, implemented systems for periodic updates to CEO for 30+ GW power portfolio.

Supported the renewable energy business with a range of commercial projects and transaction support to manage and grow the portfolio.

Responsible for regular portfolio updates to top management for equity outlay planning for projects to the tune of \$1.8 B of capital.

Evaluated three acquisition opportunities (Total deal size~ 900 M USD) in the space of oil and gas, renewables:

Manager, Business Development, Mumbai, India

Jun.08 – Sep.10

Operationalized power purchase agreement, organized payment guarantees (LC, Escrow etc), structured tariff and fuel management.

Conceived and implemented Ph-II 600 MW expansion project, obtained clearances and raised debt of \$ 400M to achieve financial closure.

The Energy and Resources Institute (TERI), Delhi /Bangalore, India

Sep.06 - Jun.07

Research Associate, Rural and Renewable Energy Group

Developed Project Design Documents to evaluate and register CER (Certified Emission Reduction) projects across solar and hydro assets.

3M India Ltd

Apr.05 - May.06

Graduate Engineer-Marketing, Energy and Advanced Materials group

Conducted product trials (value quantification) of 3M films for the solar industry and Scotchlite™ glass bubbles for the oil and gas industry.

ADDITIONAL INFORMATION

Computer/Modelling Skills: Microsoft suite, advanced financial modelling using macros, crystal Ball, Analytica, STATA

Completed a Direct Borohydride Fuel cell(DBFC) project for the Defense Research & Development Organization(DRDO) India

Specialties: Business-model innovation; financial structuring; capital raising; contracts and commercials; technology commercialization