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Area of Expertise : Proposal Drafting, Consultancy & Business Development
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Key Qualification:

Being a **Master in Management with dual specialization (Marketing & Finance)** with over 14 years of professional experience, co-ordinated various consultancy projects in urban sector viz. **City Development Plan, Master Plan, Slum Rehabilitation Projects under Basic Services to Urban Poor (BSUP) & Integrated Housing & Slum Development Programme (IHSDP) of JNNURM for 18 towns in Uttar Pradesh (including all the 7 Mission Cities) & Punjab, Transaction Advisory etc.** I have good understanding of PPP projects also.

I have also acquired vast experience in preparation of **Expression of Interest (Eoi), Proposal & Empanelment Document** for **bilateral/ multilateral funding agencies such as the World Bank, ADB, EU, AfDB, UN, DFID, MCC and USAID, Government Clients, Private Agencies for urban Infrastructure projects.**

Established and trained a **12 member team as a global hub** to ensure consistent BD response to clients. I was instrumental in setting up a new global capability within **Ernst & Young-Global Shared Services, Gurgaon** to support go-to-market strategy of key international development sector accounts like **World Bank, ADB, EU, AfDB, UN, DFID, MCC and USAID** etc. It increased operational efficiencies of these focus accounts by streamlining proposal preparation process and centralizing databases of CVs and credentials to enable faster go-to-market. Visited **Paris, London & Brussels** for attending **International Development Partner Services (IDPS)** meeting of Ernst & Young in June 2011.

Presently, I am working in **franchising industry for last 7 years (with Franchise India Bands Limited - Asia's largest integrated Franchise and Retail Solution Company)**. During my tenure with Franchise India, I have **drafted 18000+ proposals for on boarding new brands supporting our PAN India Business Development team**. I have also contributed in on-boarding Important Brands including FedEx, Zee Entertainment (LOFT), Yamaha, SRMB, Luxor, Virtuous Retail, WHSmith India, Madura, Being Human, Presto, JAN-PRO, SSIPL, Oswal Group, DS Group, Mom & Me, Ajeenkya DY Patil Group, Meat & Eat, Diva'ni, Rohit Bal, Vithal Kamats, Casa Pop, Catwalk, MR.SUB, Fatburger, Zoomol, Richfeel, Sagar Ratna, Wrogn, Focal Point, Millennium Education, Chili's, Wai Wai, ColdEx, La'Chef, Timex, CAP, SBARRO, Alliance Laundry, My Glamm, Toni & Guy, Reliance Education, Sri Sri Ayurveda, OYO, New York Slice, Dr. Batra's, Bata, Kenny Roger Roaster, Cha Bar, Wintex, Starkenn Bikes, Manbhavan, Quick Heal, Grill In, Firefox, Mother Dairy, Cream bell, Tony Roma's, Pepperazzi & Legends of Punjab, UFC GYM, Pind Balluchi, Mint Hotels etc.

Prior to it, I have worked in **Top Consulting Firms: Ernst & Young (EY)** - one of the **"Big Four"** consultancy firms, **CRISIL Infrastructure Advisory & SHRISTI Group in Infrastructure Advisory.**

Education:

2010 **Post Graduate Programme in Infrastructure Development & Management (PGPIDM)**
 National Institute of Construction Management & Research (NICMAR), Pune
2005 **MBA in Finance & Marketing (Dual Specialization) – Full Time**
 Shivaji University, Kolhapur, Maharashtra
1998 **B.Sc (Math Hons) - Specialization in Operation Research**
 Government College Sundargarh, Sambalpur University, Orissa
1994 **Class XII – CHSE Board, Orissa - Specialization in Statistics**
 Government College Rourkela, Orissa
1992 **Class X – CBSE Board**
 Sainik School Bhubaneswar, Orissa (Prestigious Defence School of India)

Employment Record:

Dec 2012 - till date **Franchise India Brands Limited, New Delhi**
 Senior Vice President – Business & Product Development
April 2011 – Nov 2012 **Ernst & Young - Global Shared Services, Gurgaon**
 Assistant Manager – International Development Partner Services (IDPS)

May 2008 – March 2011	CRISIL Infrastructure Advisory; a division of CRISIL Risk and Infrastructure Solutions Limited, New Delhi Executive Analyst
May 2005 – April 2008	Shristi Urban Infrastructure Development Ltd. (SUIDL), New Delhi a JV Company of HUDCO Dy. Manager – Consulting
May 2004 – July 2004	Mantri Promoters (Mantri Group), Pune Summer Trainee Topic: “Different Schemes of Housing Finance and the Real Estate Market Scenario in Pune”

Professional Career:

December 2012 - till date: Franchise India Brands Ltd., New Delhi

Franchise India is **Asia's largest integrated Franchise and Retail Solution Company** since 1999, with an absolute authority on **Franchising, Retailing and Licensing**. Franchise India has helped thousands of investors in selecting the right opportunity and in turn assisted various organizations in **international & domestic franchise expansions and business development**. With its strategically formed divisions, Franchise India has created its own niche as the pioneer of franchise industry and small business authority. The group is involved in the following activities: **Consulting and Advisory, Brokerage, Capital, Media, Exhibitions & Events, Property Advisory and Acquisition, Licensing**.

Franchise India Brands Limited (FIBL) started its operation in 2010. FIBL has wide experience in **Franchise Development, business expansion, corporate advisory services, consultancy, multi-brand integration and financial and operational expertise**. FIBL provides the structure to develop, grow and expand various business models and is built around the idea of profitable and sustainable growth through partnering.

Main Responsibilities involve:

- Business Development from new and existing clients;
- Drafting Proposals for the entire Franchise India Group by analyzing clients business/functional requirements & presenting business proposals to targeted brands on face to face meetings;
- Price Negotiations and closing the deals;
- Preparing action plans for effective search of business development leads and prospects;
- Doing joint client meeting along with team members for deal closures;
- Interacting with client/companies and Business Owners to analyze the business model and develop the expansion route for brands through franchising, distributorship, modern retail, e-commerce etc.;
- Developing Roll-out Plan and Marketing Plan for the new and existing clients.
- Managing Strategic Clients, Training, handling and mentoring the team.

Some of the successful projects handled are as under:

1. Khadi and Village Industries Commission (KVIC)

KVIC is an apex organization under the Ministry of Micro, Small and Medium Enterprises, with regard to khadi and village industries within India, which seeks to - “plan, promote, facilitate, organise and assist in the establishment and development of khadi and village industries in the rural areas in coordination with other agencies engaged in rural development wherever necessary.” With the objective to provide further fillip to the initiatives of Government of India, KVIC intends to procure the Technical Advisor (TA) for facilitating KVIC:

- To promote Khadi as Brand and enhance the existing Distribution Channel of KVIC for its varied products;
- To organise One day Training Program for the manufacturers and entrepreneurs associated with KVIC.

Main Responsibilities involve: As their franchise consultant prepared Request for Proposal (RFP) document for

- Selection of Technical Advisor for KVIC to promote Khadi as a brand & to promote Prime Minister's Employment Generation Program (PMEGP) products & to enhance the existing Distribution Channel of KVIC for its varied products.
- Assisted KVIC in Bid Process Management.

2. Gujarat State Handloom & Handicrafts Development Corporation Ltd. (GSHHDC)

GSHHDC is a Government of Gujarat undertaking established in 1973. Its objective is identification, revival and development of handloom and handicrafts of Gujarat and marketing of its products. The Corporation is marketing the handloom & handicraft products under the brand name of Garvi-Gurjari through a chain of 25 emporia across the country and online sale through its own web portal www.estoregurjari.com. To expand the network of its sales outlets for marketing of handloom and handicraft products through franchise, GSHHDC, intends to engage agency (i) to develop franchise models for **garvi-gurjari outlets** for sale of handloom and handicraft products and (ii) to identify franchisee & assist in putting the franchisee into operation along with monitoring in India and/or foreign countries.

The main objectives were:

- To develop various franchise models for establishing Garvi-Gurjari outlets on franchise basis for sale its handloom and handicraft products and preparation of all relevant documents in this regard including terms & conditions.
- Identification of minimum 5 master franchisee/ individual franchisee at various locations in India and/or abroad & also facilitate in putting the franchise models in operation including signing of agreements with the franchisees.

Main Responsibilities involve: As their franchise consultant prepared Request for Proposal (RFP) document for

- Selection of Agency for Developing Franchise Models for Garvi-gurjari outlets for Sale of Handloom & Handicraft Products and to Identify Franchisee & assist In putting the Franchisee into Operation along with Monitoring In India and/or Foreign Countries.
- Assisted GSHHDC in Bid Process Management.

3. Spice Board of India

Embarking on a new journey to promote spices, Spices Board has opened a one of its kind signature stall "Spices India" at Lulu Mall, Kochi in October 2013. The signature stall is more than just another retail outlet. The stall exhibits a wide variety of Indian spices and value-added products and it specially features an assortment of whole spices and a bountiful basket of exclusive spice oils and extracts. The stall also promotes a line of lifestyle and personal care products such as beauty creams, clearness oils, bathing bars, shower gels and shampoos all flavoured with spices. Gel candles with the fragrance of spices and spice flavoured chocolates are added attractions. Gift boxes with an array of superior quality spices are also available in the stall.

Main Responsibilities involve: As their franchise consultant created franchise system in India & abroad along with a successful Self Sustaining Business Model for opening its Exclusive Brands Outlets (EBOs) and Shop-in-Shop (SIS). Franchise India is currently providing services towards Franchisee Acquisition for its EBOs & Shop-in-Shop in prominent malls across India.

4. Haryana State Agricultural Marketing Board (HSAMB)

In order to provide modern facilities to consumers where they can get all types of goods required for their daily use under one roof, HSAMB in 2007-2008 had approved the setting up of agro malls in four cities of Haryana i.e. Rohtak, Panchkula, Karnal and Panipat as pilot projects to provide the best marketing opportunities for agricultural and horticultural produce.

Main Responsibilities involve: As their mall leasing consultant undertook the following for Agro Malls:

- Advisory and transactions management services on a sole and exclusive basis for 2 years.
- Carried out mobilisation tasks including catchment analysis, competition benchmarking and demand assessment through retailer input.
- Carried out tenant mix and zoning exercise to best fit the positioning and concept of the mall.
- Prepared a detailed marketing plan and carry out internal and external marketing activities.
- Identification of key target retailers.
- Presentations and taking lead in all negotiations & documentation.

April 2011 - November 2012: Ernst & Young - Global Shared Services, Gurgaon

Ernst & Young (EY) is one of the largest professional services firms in the world and one of the "Big Four" accountancy firms, along with Deloitte, KPMG and PricewaterhouseCoopers (PwC). EY is a global leader in assurance, tax, **transaction and advisory services**. EY is built on the knowledge base of 212,000 people across 700 offices in 150 countries. **Global Shared Services (GSS)** plays a vital role in supporting EY's various service lines and business operations across the world. Over the last two years, GGS has grown four times in size and continues to scale new heights. GSS operates from Bangalore & Gurgaon with a work force of over 5000 people.

Main Responsibilities involve:

- Identifying, tracking, pursuing and writing the Eols / Proposals for the donor community opportunities and ensuring proper submission
- End to end coordination with the core team & expert panel on various Eols / Proposals
- Competitor intelligence and business development
- Mapping and updating EY key contacts (sector, service, geography, area wise)
- Developing best practice guide on the basis of successful tendering to be utilized for future EOIs / Proposals
- Capacity building of newly formed Pursuit team - established and trained a **12 member team as a global hub** to ensure consistent BD response to clients.

Some of the successful EOIs / proposals prepared are as under:

1. EOI: Feasibility of the "Medinas 2030" Investment Programme: Pre-Operational Study on the Rehabilitation of Historic city Centres (Medinas) in Southern and Eastern Mediterranean Towns (EIB), [Luxembourg](#)
2. EOI: [EU](#)-MY-Kuala Lumpur: DCI-Sustainable Consumption and Production-Policy Support, [Malaysia](#)
3. EOI: [EU](#)-India-DCI-Technical Assistance for the Support to Skills Development, [India](#)

4. EOI: **EU**-Iraq-DCI - Support to the Iraqi Council of Representatives, **Iraq**
5. EOI: **EU**-Technical assistance to the Lebanese Ministry of Interior and Municipalities for the implementation of the programme 'Support to municipal finance reform', **Lebanon**
6. EOI: **WB**-Pakistan Schools Model, **Pakistan**
7. EOI: **WB**-Project to Improve Education Quality in **Malawi**
8. EOI: **ADB**-Pre-qualification of Consulting Firms for Transaction Advisory Services for PPP Project under Indefinite Delivery Contracts (IDC), **Philippines**
9. EOI: **AfDB**-Review of the African Development Bank Group's Fiduciary Safeguards Framework in **Tunisia**
10. Proposal: **UNOPS**-Evaluation of UNRWA's Organizational Development (OD) - **Jordan, Syria, Lebanon, the West Bank and Gaza Strip**
11. Proposal: **DfID-Palestinian** Governance Facility
12. Proposal: **EU**-Sustainable Consumption and Production: Policy Support Component, **Thailand**
13. Proposal: **DFID**-Selection of a new service provider to manage the Nigeria Infrastructure Advisory Facility - Phase 2 (NIAF 2)-Work at Federal level, the Federal capital territory (FCT) and all states in **Nigeria**
14. Proposal: **DFID**-Technical and Management Support to Implement the Madhya Pradesh Health Sector Reform Programme, **India**

May 2008- to March 2011: Executive Analyst, CRISIL Infrastructure Advisory

CRISIL Infrastructure Advisory, a division of **CRISIL Risk & Infrastructure Solutions Limited**, a wholly owned subsidiary of **CRISIL Limited** is a **Standard & Poor's Company, USA**. CRISIL Infrastructure Advisory is India's **premier consulting organization** in the **urban infrastructure space**. CRISIL Infrastructure Advisory provides an entire gamut of services covering institutional assessment, investment needs assessment, financial management studies, economic and policy development, capacity building and training, project planning, project development, pre-development studies, feasibility studies and in providing assistance in reforms & restructuring across a number of sectors. CRISIL operations in this field have also extended beyond India to other emerging markets in **Asia, Africa and Middle East**.

CRISIL Infrastructure Advisory, over the past decade, has built outstanding and credible experience across infrastructure sectors viz. **Urban Infrastructure**, Transport, Roads, Railways, Airports, Power, Ports, Industrial Parks and Tourism. **CRISIL client base includes the State Governments, the Central Ministries and Urban Local Bodies as well as the bilateral/ multilateral funding agencies such as the World Bank, ADB, DFID, AfDB and USAID.**

Main Responsibilities involve:

- Identifying & Procuring Consultancy Projects from various sources (viz Central & State Level Agencies, Tender related website, Newspaper etc).
- Identification & Association with a suitable Business Partner to carry out the task.
- Site Visit for Project Appreciation and Attending Pre bid Meeting.
- Writing Approach & Methodology (A&M), Preparing Work Plan, Personnel Schedule etc.
- Finding out the competent & appropriate CVs of the professionals and fit the details in the required formats and other requirements needed to submit in the proposal.
- Preparation & finalisation of Expression of Interest (Eoi)/ Proposal/ Empanelment Document.
- Preparation of Presentation on required subject and make presentation to authorities.
- Attending Bid (Technical & Financial) opening meetings.
- Follows up regarding issue of mandate letters, payments etc.
- Competitor intelligence and business development

Some of the successful proposals prepared are as under:

1. Appointment of Agency for Appraisal of Reforms under JNNURM - Package 2, 3 & 5 for Ministry of Urban Development, Government of India - **BIGGEST Win for CRISIL in 2010**
2. Support for PPP/ Outsourcing in Municipal Activities, Madhya Pradesh Urban Services for the Poor (MPUSP) - **BIGGEST Win for CRISIL in 2009**
3. Transaction Advisory Services for the Development of Eco Friendly Affordable Townships at Sector 12, Bhosari, PCNTDA, Nigadi, Pune - **BIGGEST Win for CRISIL in 2008**
4. Transaction Advisory Services for Phase II Waterfront Development Project at Mahebourg, Republic of Mauritius - **First Assignment in Mauritius in 2009**
5. Trends in Private Sector Participation in the Indian Water Sector: A Critical Review for the **World Bank**
6. Urban Water Supply and Sanitation (WSS) Business Plans in Maharashtra: Policy Dialogue on Draft Business Plans for the **World Bank**
7. RSC - C92079 (IND): Development of a "Project PPP Feasibility Report" for a PPP Project Proposal of the Ministry of Home Affairs (MHA) for **Asian Development Bank (ADB)**
8. TA 4993-IND: Mainstreaming PPP at Central Line Ministries of GOI (Kolhapur, Karnataka, Maharashtra) for **Asian Development Bank (ADB)**

9. Feasibility Study for Supporting Indian Investment Abroad in Strategic Agricultural activities for **Export Import Bank of India**
10. Transaction Advisory Services for Development of Socio-Cultural Centre at CBD, Shahdra, Delhi on PPP mode for Department of Urban Development, Govt. of NCT of Delhi – **First Assignment in Delhi**
11. Preparation of Manual on Good Practices of Financial Management for ULBs of Madhya Pradesh, Madhya Pradesh Urban Services for the Poor (MPUSP) – **First Assignment in Madhya Pradesh**
12. Transaction Advisory Services for Development of Six Land Parcels at various locations in Bhilai on PPP format for Bhilai Municipal Corporation – **First Assignment in Chhattisgarh**
13. Selection of Concessionaire for Bhubaneswar -Cuttack Landfill Project for Orissa Industrial Infrastructure Development Corporation (IDCO) – **First Assignment in Orissa**
14. Transaction Advisory Services for Jawahar Social Infrastructure Mission, Social Justice & Empowerment Department, Govt. of Haryana – **First Mandate in Education Sector**

In most of the cases the documents were T1.

May 2005 – to April 2008: Dy. Manager - Consulting, Shristi Urban Infrastructure Dev. Ltd.

Shristi Urban Infrastructure Development Ltd. (SUIDL) is a JV company jointly promoted by **Housing and Urban Development Corporation Ltd. (HUDCO)**, wholly owned by Govt. of India; a prime Public Sector company in the field of promoting Infrastructure/Housing and Financing and Shristi Infrastructure Development Corporation Ltd. (SIDCL); a private sector company engaged in the field of executing large infrastructure, housing and mixed-use development projects at national as well as international level .

SUIDL with an **ISO 9001:2000 certification (Infrastructure Development and Project Consultancy)** for its process architecture, with planned alliances in place in coordination with the result oriented management system, quality policies and a cost management system for effectively delivering price-performing infrastructure solutions to all its clients.

Main Responsibilities involve:

- Identifying & Procuring Consultancy Projects from various sources (viz Central & State Level Agencies, Tender related website, Newspaper etc).
- Identification & Association with a suitable Business Partner to carry out the task.
- Site Visit for Project Appreciation, Attending Pre bid Meeting.
- Writing Approach & Methodology (A&M), Preparing Work Plan, Personnel Schedule etc.
- Finding out the competent & appropriate CVs of the professionals and fit the details in the required formats and other requirements needed to submit in the proposal.
- Preparation & finalisation of Expression of Interest (EoI)/ Proposal/ Empanelment Document.
- Preparation of Presentation on required subject and make presentation to authorities.
- Attending Bid Opening meetings
- Follows up regarding issue of mandate letters, payments etc.
- Other business development activities.

Successfully Coordinated Tie-Ups with the following firms:

International	National / Domestic
Master Planning, Engineering, Design, Project Management & Architectural Consultancy	
Jurong Consultant (India) Pvt. Ltd., Singapore	CEPT, Ahmedabad
Aedas Pte. Ltd., Singapore	Kothari Associates Pvt. Ltd., New Delhi
Townland Consultants Pvt. Ltd., Hong Kong	Green Aid Landscapes Pvt. Ltd., New Delhi
PGA Design Consulting, UK	Satyajit Rane & Associates, Pune
Halcrow Group Ltd., UK	Raya Shankhwalker Architect (RSA), Goa
Work System, Europe & Argentina	Lawkesh Tiwari Architecture Pvt. Ltd., Indore
Traffic & Transportation, Roads, Highways & Bridges	
Burchill Partners Pty Limited, Australia	CRAPHTS Consultant (I) Pvt. Ltd., New Delhi
TranSystems, USA	MIR Group, Kochi
	Multimedia Consultants, Ahmedabad
Solid Waste Management, Water Treatment Plant etc.	
Corrogan India Pvt. Ltd., Kolkata	PCES (Engineers & Surveyors), Noida
Eco System Control Associates, Surat	Mantri Group, Pune
Bhumi Enviro Tech Pvt. Ltd., Surat	MM Consultant, Mumbai (Slum Rehabilitation)

Some of the successful proposals prepared are as under:

1. Proposal for Enlistment with Ministry of Urban Development (Govt. of India) for Preparation of City Development Plans (CDPs) under JNNURM Scheme.
2. Proposal for Enlistment with Department for International Development (DFID, UK) in Urban Development sector.
3. Proposal for Enlistment as an Architect Firm with Chhattisgarh Housing Board, Raipur.

4. Proposal for Enlistment in Karnataka Industrial Areas Development Board (KIADB) as Project Consultant in Bangalore, Karnataka.
5. Proposal for Enlistment with Urban Development Department (Govt. of Jharkhand) as Consultant for preparation of DPR related to Water Supply, Drainage, Sewerage and Roads & Traffic.
6. Proposal for Enlistment with Jharkhand Tourism Development Corporation Ltd. (Govt. of Jharkhand) for various Architectural, Interior works for the preparation of projects.
7. Proposal for Enlistment with Lucknow Development Authority (Govt. of UP) as Architects.
8. Proposal for Enlistment with Awas Vikas Ltd., Jaipur as Consultant.
9. Proposal for Enlistment with RUIFDCO, Jaipur as Consultant.
10. Proposal for Enlistment with Rajasthan Housing Board, Jaipur as Architect.
11. Proposal for Preparation of City Development Plan (CDP) for Gangtok City under JNNURM, Urban Development and Housing Department (UD&HD), Sikkim.
12. Proposal for Preparation of Detailed Project Reports (DPRs) under BSUP & IHSDP (Sub mission of JNNURM), State Urban Development Agency (SUDA), Lucknow.
13. Proposal for Providing Consultancy Services for Preparation of DPRs of Various Urban towns of Punjab under JNNURM/ BSUP/ IHSDP for 38 towns, Punjab Water Supply & Sewerage Board, Chandigarh, Punjab.
14. Proposal for Consultancy Services for Preparation of Master Plan for the Township of Chas (Bokaro) and Deoghar of Jharkhand State, Ranchi Municipal Corporation (RMC).

In most of the cases the documents were appreciated by successful enlistment of the company for the tasks applied for.

Some of the successful projects handled are as under:

1. Preparation of City Development Plan (CDP) for Gangtok under Jawaharlal Nehru National Urban Renewal Mission (JNNURM).

CDP is both a perspective and a vision for the future development of a city. It presents the current stage of development of the city and sets out the direction of change. It identifies the thrust areas. It also defines alternative routes, strategies, interventions for bringing about changes, framework and vision within which projects need to be identified and implemented.

2. Preparation of Detailed Project Report (DPR) of Lucknow, Meerut, Kanpur, Agra, Allahabad, Varanasi, Mathura (All 7 Mission Cities of Uttar Pradesh under JNNURM) under BSUP component of the Jawaharlal Nehru National Urban Renewal Mission (JNNURM) for State Urban Development Agency (SUDA), Lucknow.

Basic Services to Urban Poor (BSUP) is a component under JNNURM to provide basic services to urban poor including security of tenure at affordable prices, improved housing, water supply, sanitation, sewerage, education, health & social security. Projects includes study of existing slums within city and improve the slums in situ by providing the basic services or rehabilitate it with all facilities and housing at affordable cost.

3. Preparation of Detailed Project Report (DPR) of Etawah, Azamgarh, Etah, Firozabad, Farrukhabad, Saharanpur, Raya, Chhata, Gokul & Nandgaon Towns under IHSDP component of the Jawaharlal Nehru National Urban Renewal Mission (JNNURM) for State Urban Development Agency (SUDA), Lucknow.

4. Preparation of Detailed Project Report (DPR) of Jalandhar City under IHSDP component of the Jawaharlal Nehru National Urban Renewal Mission (JNNURM) for State Urban Development Agency (SUDA), Chandigarh.

Integrated Housing & Slum Development Programme (IHSDP) is a component under JNNURM to provide basic services to slum dwellers including security of tenure at affordable prices, improved housing, water supply, sanitation, sewerage, education, health & social security. Projects includes study of existing slums within city and improve the slums in situ by providing the basic services or rehabilitate it with all facilities and housing at affordable cost.

5. Preparation of Master Plan for Deoghar & Chas (Bokaro) Towns of Jharkhand

Preparation of Master Plan for Deoghar & Chas (Bokaro) with a perspective vision for the development of the city & in consultation with the concerned stake-holders and to meet the needs of city population and growth for 25 years hence.

Description of actual services provided in these assignments: Meeting with stakeholders, Study and collection of basic data, Requirement analysis, Study of existing infrastructure, Identification of infrastructure projects, Cost estimation of various infrastructure projects, Planning / phasing of work schedule.

Languages:

English: speaking, reading and writing – excellent

Hindi: speaking, reading and writing – excellent

Can understand Oriya, Bengali, Assamese, Marathi, Gujarati, Nepali & Punjabi.

Certification: I, the undersigned, certify that to the best of my knowledge and belief, this bio-data correctly describes myself, my qualifications and my experience.

Rajesh Sharma