

Dear Sir,

I am sharing my CV for a suitable Business Development Position (Business Development / Consultancy / Proposal Preparation) at your esteemed organisation (New Delhi).

*My Pen Profile: 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, Real Estate, Transaction Advisory etc.** I have good understanding of **PPP projects & presently working in Franchising industry for last 7 years (with Franchise India).***

*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.** 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, 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, 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.***

Should you require any other information - Please feel free to get back to me anytime !!

Look forward to your revert & positive association with your esteemed organisation!

Warm Regards,

Rajesh Sharma

Sr. Vice President - Business & Product Development

Franchise India Brands Limited

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