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*Versatile, Relatable, Business Leader, with over 30 years of top drawer business development and not-for-profit experience. Persuasive and Skilled at taking ownership and evangelizing vision and mission. Adept at working through challenging environments, bringing and getting people to work together.*

**Core Competencies**

* **Ability to deep-dive and take ownership of ideas**, processes, technologies and business models quickly.
* **Identification and Assimilation of Key people, Champions and Resources** contributing to success of projects and ventures.
* **Strong Research Orientation** – Employs research ability to introduce, incubate, innovate, and improvise products, process and concepts.
* **Ability to Evangelize and build Advocacy** necessary for innovative concepts to gain traction across diverse stakeholders with the ability to choose horses-for-courses.
* **Public Relations management, Communication content development and media activation** for new and existing ventures.
* **Building strong industry-academia partnerships**, relationships with key opinion leaders.
* **Experience as Core Team Member with Not-For-Profit Initiatives** in Art and Culture
* **Relatable and Multilingual** – Fluent in Hindi, English (Read, write, speak) Punjabi, Bengali, Marwari/Rajasthan, Bhojpuri Urdu(Speak). International - Indonesian/Malay, German (Read and Speak). Ability to grasp and employ common local idiom.
* **Multi-cultural and multi geographical work exposure** – Executed

assignments involving work and travel to countries like Germany, Spain, France, Italy, UK, Japan, Indonesia, Malaysia and Serbia. Extensive travel to key business hubs like Mumbai, Kolkata, Chennai, Hyderabad, Bangalore, Coimbatore, Pune, Madurai, Lucknow, Kanpur, Varanasi and beyond. Well versed with both domestic and international work ethic and cultural nuances.

* Executive Program in “Venture Capital and Entrepreneurial Finance” from IIMB, Bangalore Oct.2005.
* Bachelor’s Degree in Commerce from the University Of Rajasthan, Jaipur India. 1983.

**2019-Current: Leader Advisor Services, Access Health Digital – Centre of Excellence**

* Leading Advisory Services, Stakeholder Engagement and Go-To-Market Activity to support the emergence of India’s National Digital Health Ecology including Government, Business and Industry, Industry Associations, Academia, Media and Capacity Building initiatives.

**2016 – 2019: Senior Advisor to QOO RENOVA Solar Ltd.; Bharco EcoTechnologies LLC.**

* Developing Deal flow for an Independent Renewable Power Producer offering Solar Power on a Opex Basis.
* Developing the Indian market for cutting edge waste treatment technologies from North American manufacturers.

Involves Identification and engagement, pre-sale and relationship with industrial and other customers, regulators, policymakers including Prime Minister’s office, Ministry of Environment, Forest and Climate Change, Ministry of Sanitation and Drinking Water, Central and State Pollution Control Authorities, other stakeholders and key opinion leaders. Involves Business Development, advocacy, commercial negotiations and managing channel partners and taking care of the Indian Territory overall.

**2013-2016 : B-Hyves, Promed Network AG –eHealth, mHealth – Country Head**

* Identification and engagement, pre-sale and relationship with stakeholders and key opinion leaders in Hospitals, Insurance, Doctors, Hospital Administrations, Pharmaceutical Industry, Diagnostics, Medical Education Entities, Professional Associations like the Association of Physicians of India, Medical Association Chapters, Ministry of Health and other healthcare stakeholders, Social Media.
* Core Member of Team building the knowledge community and E-learning platform, practice management tools. Supply chain tools user engagement and concept promotion to build traction.
* Conceptualizing the business model, building corporate identity, identifying, inviting and evaluating start-ups for investment purposes.
* Vetting proposals and teams.
* Product specification and user need definition and validation, user consultation and user experience design for mHealth and HCIT products.
* Creation of Go-to-Market Roadmap and developing the market.
* Evangelizing and advocacy, business planning, public speaking and writing, both online and offline.

**2004-2013: Independent Retained Consultant in the Pharmaceutical Domain – Hemofarm/Stada a Global Top-10 Generic Player, Bannert Manlik, Salvat SA, Defiante SA**

* Establishing and building C-suite and owner level relationships key to business and managing exchange of owner/chairman/president level delegation visits.
* Sourcing plant materials, vendor identification and development, diligence and audit. Compliances, regulatory, qualitative, contract management and continuity.
* Selling technology, identifying applications, product feasibility, customer identification and grooming, proposal and deal building, closure and contract management.
* Selling pharmaceutical ingredients, alliance building, new products identification and sourcing.
* Transaction/partner matching and pitching, M&A, information memos, deal building, negotiation, advisory.
* Out licensing of brand and products.

**2003-2004 : Halley Medical Supplies Ltd. Dubai, Managing Director**

* Creation of Corporate identity, Product Branding, Team building
* Vendor evaluation and contract manufacturing deals of pharmaceutical and medical devices.
* Registration dossiers sourcing.

**1995-2003: AIE International**

**1983-1995: Arun Enterprises, Kolkata, Arun Instruments & Electronics, New Delhi**

**Social and Non-Profit Engagements**

* 2008 - Performed an Analysis of India Serbia Pharma Trade for the Indian Ambassador on his request.
* 2013-15 Legends of India – Director, Promotion of Indian Classical Performing Arts,

and Organised Panel Discussions and Debates around Art & Culture Policy

* 2014 – Reimagining Haryana, authored recommendations on Youth Affairs, as part of a Think Tank for the State of Haryana
* 2014- Invited Speaker at MSME summit by e-Commerce Association of India and Ministry of MSME on Healthcare IT Ventures
* 2015- Currently involved in helping with ‘Museo Camera’ – a unique museum of Cameras spanning the history of photography.
* 2016 – Invited Speaker at SMART 16 – ‘Digital Hospital of Tomorrow.’
* 2018 - Invitee Speaker at Medicall 2018 ‘Innovations in Hospital Waste Management -Hospital Projects'
* 2019 – Invited by the Prime Minsiter’s office to draft a concept note on improving the process of validation for new technologies in Solid Waste Management.

**Professional Associations:**

Textile Association (India)                                                                       Life Member

Society of Indian Aerospace Technologists & Industries (SIATI) Life Member

PHD Chamber of Commerce                                                                           Member

**Other Interests**

* Played Hockey for two years at state level in school.
* Public Speaking, Personal, Meditation, Yoga, travel, languages, music, and cooking/food.
* Not for Profit Activities in Art and Culture. Museums, developing strategic partnerships and fundraising.