

C.V. [RESUME]

MANISHKUMAR HANDA

GLOBALmulti Advisory-KPO in.linkedin.com/in/krsglobalgroup/ 9623307763

TOTAL WorkEx...18 Yrs.WorkEx in Sr/Top Mgmt...17 Yrs. Current designation;GlobalHead.CFO
CORPORATE #KRS Network; BFSI, INFRA, MEDIA, KPO-ITES# P.P-H1518856#DirectorNo:02029296

KRS GLOBAL HOLDINGS :-CONSORTIUM OF M&M,GODREJ,RIL,ITC,CII,CREDAI,IDFC FICCI, ASSOCHAM,ILFS,L&T,ESSAR,StateGovts&PSUs creating multiple SEZs,M&Aglobally SeeVIDEO

FundRaising experience:-

- 1-Currently raising, 1.67 billion \$/10,000 crore inr, for KRS Network-consortium of multiple corporates,for investments in SEZ/other projects@ World Bank Multiple Nations EXIM banks,IIFCL,Mutual/equity/hedge Funds,IFC's.IPO,FPO(with testimonials)
- 2-Raised 1000crore inr for multiple corporates, 500crore, thru subsidiaries in multiple cities for locals @1%fees & 500 cr. for Kohinoor,Kul, City group,Aurum realty,MCL,Omaxe, diversified corporates @2% fees, over past 5 years & now in TieUp with HK, Japan & US fund Houses for immediate funds
- 3-Part of IPO launch in US for few US based businesses, like lotus bank, also part of US based equity funds investing in growing companies & Singapore,Malaysia,HK,japan,MENA, based funding groups
- 4-Raised around 100 crore as project finance from local banks/nbfc for multiple nationwide KPO & ecommerce,creating real assets, JV projects & also for govt of India conceptualized multiple projects.
- 5-Certified by Time/fortune business groups of raising 100 billion for trillion \$ M&A projects.
- 6-Part of launching, new currency by BRIICS, to compete against rising \$ prices for intl trade
- 7-Master Developer & Fund of Funds, for project as PMC-PrjtMgmtCmpny, for a 10 billion \$ project of Global governments of countries MENA & SouthEast asia as per DPR after RFQ, RFP,both bids.
- 8-Part of core group signing investment agreements worth multimillions @ Indian state govts.
- 9-Promoting investments Europe, launching stock exchange in Cambodia,gold funds in Africa
- 10-Raising funds thru, investment-hedge-securitization-Luxembourg-umbrella-Fundoffunds,venture capital, private equity,investor consortiums,GDR,QIP,CDR,ECB,NBFC lead TEAM of 100+directors

International Citizen,travelled to 60 + countries, 10 yr.US/global visas, others A.S.A.R.

- 1-Since 1996 exposed to the Asian Pacific [APAC], markets including the Indian SubContinent.
- 2-2000 onwards Associated with The Middle East including UAE,Bahrain,Saudi,Turkey ,others.
- 3-Since 2002, exposed to The East Asian Nations, Singapore, Japan, Korea, Australian Markets.
- 4-2004 onwards working with American & European MNC' clients, in their geographies & markets.
- 5-Since 2006,spread Operations, Cover African & BRIC [Brazil.Russia.Indonesia.China] economies.

Work Experience summary:-

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|--|--------------------------------------|
| 1-2010-GlobalHead KRSnetwork-20 SPVs | 3-2005-2007..MD-CEO-Kiim Intl-MNC |
| 2-2007-Current- GlobalHead of KRS Group | 5-2001-2003..CEO-Comptech Industries |
| 4-2003-2005..Director-BusDvlpmnt+Fin-CPC | 7-1995-1997..Manager-ActiveLink Exim |
| 6-1997-2001..CEO-Suman Pharmakon | |

#As Head,grew revenue 100 times,every 5-6yrs,1998-2004-2010-2016-2022

Setup 1650+rep offices@100+nations, personally launch BRANDs@50+nations & lead TEAM of 100+Directors

EDU.QUALIFICATIONS:-DBM+PharmD 1996-ISLE.

LogisticSCM+Mass Communications 2001 NILEM.

PGDM (Finance) 2004--IIMM-- Pune

M.Phil(HR)'06/PolScn+PeaceMgmt'07-Madurai

#CORE competencies:Bus.Dvlpt,Intl.Expansions,Global Bidding-RFQ,RFP,Consortiums,Marcom,JV

M&A,ICC,IFC,Diversifications,PMC,Treasury,Brand promotion,Strategy,TurnAround,Policy@Govt

B.COM 2000(BusEnt+BkngFin)-PuneUniv.

MBA2002 Dr.DYP.IMR,Pune(Mktg+Sales)

PGDM (Int. Business) 2005--IIMM--Pune

PhD[KnwMgmt]continue'08+CS.interICSI

Prof.achievements:Leading a TEAM of 100+ sme Ceo,Directors. 8237426231

- 1-Listed as GlobalHead of the Fastest & Largest Growing Organization in/by The Fortune Money Group in their Washington DC Forum publishing and earlier and also listed in THE ECONOMIST, NEWSWEEK TIME, leaflets,The Tribune Publications. [FORTUNE 500 Forum](#) in.linkedin.com/in/krsglobalgroup/
- 2-An Esteemed Board Member on the Advisory Board of The WORLD HRD CONGRESS. http://www.worldhrdcongress.com/national_advisory_council.html
- 3-A Certified iCEO [Ceo europe](#)
- 4-Recipient of Scroll of HONOUR from ICJ and Golden Shield Award from ICJ and Esteemed Member on Board of ICJ... [International Council of Jurists](#)
- 5-Nominated for the Young Global Leader [Young Global Leaders](#) part/community of World Economic Forum [World Economic Forum](#)
- 6-On [StechBusinessWeek](#) exclusive Advisory Board.
- 7-On various CorporateBoards,Being shortlisted,DirectorOnBoard of Fortune 500 Corp.[KIIM International](#)
- 8-The First and only individual in the World to obtain close to 51 professional qualifications and to utilize them to further accelerate and accentuate, business models and revenue [S Highly Qualified ~ Guinness](#)
- 9- Guaranteeing you Revenues to the tune of around \$100 million/100 crore inr, thru existing work orders for multiple industries and markets. [GlobalHead of The KRS Group](#)
- 10-Pioneer/Innovator of unique,patented multiple business models including Internet & TV jockey [Watch](#)
- 11-Head of First MNC going public globally, with project volumes beyond \$1000 billion. [1 SNAPSHOT](#)
- 12-The onlyBusinessGroup with own KIGF[Chamber] & KGV[Ngo] to accelerate U.N.activities. [Entries](#)
- 13-Access to Capital Markets, International Financial Corporations,Major Stock Exchanges, Venture Capitalists,etc To Assure you ,Required Capital. [The Tribune, Chandigarh, India](#)
- 14-Attended over 500 Business Forums,Conferences organized by CII,FICCI,Assocham,ICC,AIMA,Fortune etc having extensive contacts with Embassies/Counsulates of various nations for promotion, finalization of your international requirements, contracts, projects and agreements. in.linkedin.com/in/krsglobalgroup/
- 15-Advisory Council member to Forbes group.[Forbes](#)
- 16-Listed on esteemed [International Who's Who](#)
- 17-Resume/Achievements, recognized/Appreciated by AlanGreenspan-Former Chairman-US Federal Reserve & Soon Surpassing Youngest CEO rank;173[Richard Dugas Jr] 39,in terms of AGE, Most paid CEO rank;1 [Terry Semel] 62,in terms of earnings & CEO[Hector Ruiz-AMD] in terms of TurnAround, as per FORBES
- 18-Associated with Amnesty Intl,Transparency Intl, WorldBank,IIFC,IMF & a Few Other OnlineListings;

CORPORATE/ASSOCIATE/COLLEAGUE/CLIENT-LIST

manish_s31@rediffmail.com

- I.....**OF INDIA – THE** PRIME MINISTER-Dr.MANMOHAN SINGH,Minister of Railways-LALU YADAV,Minister of Shipping,Road -BALU,Minister of Aviation-PRAFUL PATEL,Minister of Agri.-SHARAD PAWAR,Minister of Sc.&Tech-KAPIL SIBAL,Minister of Commerce & Industries-KAMAL NATH,MinOfUrbanDvlpmnt-JAIPAL REDDY,CM-GOA,Mah,Raj. SECRETARIES—AJAY PRASAD- Aviation, A.K.MOHAPATRA-Shipping,VIJAY SINGH-Highway,J.P.BATRA-Railway,AJAY DUA-DIPP,RAMASAMI-DST, K.KASTURIRANGAN- Space.CHAIRMAN-Planning Commision-Dr AHLUWALIA ,CSIR-MASHELKAR
- II.....**PRIVATE INDUSTRIALISTS** Mukesh Ambani,Anand Mahindra,Rajeev Talwar,Ravi Mohan, Dr. Rajiv Lall,Arun Nanda,Betrand Collomb,Deepak Nanda,Pradeep Guha,Laxmi Mittal,Shiv Nadar,Kewal Handa,Dr Tony Hey,Habil F Khorakiwala,Ipma-Cngrs-Otto Zeigelmier,Hiroshi Tanaka,Adesh Jain-President,Dr Refaat Abdel Razak-Md,Ed Naughton-VP,Ficci-Amit Mitra,Saroj K Poddar,Dwarkanath D, Kale,Dr.Gopichand Katragadda,Natarajan Venkateswaran,P Anandan,Dr. Norman Kaderlan,Dr. S.K.Arora,Dr.Jim Dukowitz,Peter Harman,Ms. Jane Davies, M Vidyasagar, Suhas,shenoy
- III.....**GLOBAL/INTL. SPECIFICS** Transition Team Of Us President-Obama,Madeline Albright,EuroIndia-Edwin Schwarz,Urda Martens,Mario Ferrira,Antonia Rodrigues,Collette,Erich Mayer,Paul Davies,M2M-Dr.Chris Henshall,Benard de Montferrand,Y.P.Kumar,David Begg,Dr.Orna Berry Thomas Christeller,Dr.Miklos Boda, Ahmed Obed Hassan,Samir K. Brahmachari,M.G.Devasahayam,KK Gokhale,Dr. Kathryn Walsh Dr.D.Yogeswara Rao, Prof S Mohan,Gary J Jones,Sanjay Dhande,Vijay Chandru,Dr.Shailendra Vyakarnam,Jon W Dudas,Jon Sandelin.
- IV.....**GOI** Depts Agriculture,Defence,Power,Railways,Road Transport, Ports, Aviation, Science and Tech.,SPACE.
- V.....**REGULAR CORPORATES** WIPRO-INFOSYS-ONGC-RELIANCE-SAHARA-ZEE-LIC-IBM-SAMSUNG-TITAN-HP-GOI-MOA/MOD/MOP-VARIOUS SECRTRIATS-IM INC-AVIVA-AXA-TCS-VIDEOCON- ICICI-HDFC-CITIBANK-CIPLA-GLAXO-
- VI.....**COUNTRY/REPS/EMBASSIES** US,UK,Singapore,France,Japan,China,Germany,Malaysia, Switzerland, Netherland,Portugal,Sweden,Nepal,SriLanka,Bangladesh,Vietnam,S.Africa,Chile,Romania,Italy,Namibia.etc
- Career goals...**BE A BRAND ICON** CONSTANT EVOLUTION.CHANGE IS THE ONLY CONSTANT-USP

Reason for jobchange TAKE UP An-other CHALLENGING-CREATIVE-REWARDING ASSIGNMENT.
Strengths-Fast learner,judgmental leadership skills #Languages-English,Hindi,Marathi,German,Punjabi,etc

Other Educational Qualification :-[11-25] Fellowship-KIIM/YASHADA-Urban mgmt-2006 // e-MBA-ERP/SAP-CRM-2006 // BioInformatics-BII-Noida-2006//Insurance Mgmt-IRDAcertified-2005 // Dst & Rsk Mgmt-IGNOU - 2005 // Homeotechnology-MHM-2006//PRJT/BRND EVNT Mgmt-IPMA-2005 // CORP.GOV-ORACLE-2004 // I.P.R. 2005-- B.I.I.—NOIDA//Psychology-STUDIES -IAS/IFS Exam-2004 // Log. & SCM -NIEM-CHENNAI-2004 // ITES Expt-BPO-ITES SECTOR-2004// I.T.Skill-Prog Cpts,Dsng, MS-Office-2003//T.Q.M-ISO-6 SIGMA-KAIZEN-BlackBelt-2001

GLOBAL CERTIFICATIONS:-[26-45]GLC NETWORK-2006/07-

Dealing with Conflict in Workplace,Delivering Successful Presentations,Emotional Intelligence in Workplace, Getting Results without Authority,International Business Skills-CulturesCustomsNorms,InternationalCommunication Interpersonal Communication Skills for Business Leadership,Going from Mgmt to Leadership,Leading through Change,Initiating Succession Plan,Leading from Front Line,Succession Planning for Business Environment,360% Performance Appraisal Mgmt,Coach with Confidence,Delegation Skills,Essential Skills for Tomorrows Managers, Technical Prof2Mgmt,Leading Workforce ,Leading GenerationsNEXT [46-51]Intl.Relations,PhD,CS,Fellowship,etc..

DOMAINS-INDUSTRIES-SECTORS--RELATED PRACTICAL KNOWLEDGE

- 1- Export / Import -- Selection, Pricing , Packaging,Promotion, trade cycles, GATT & WTO, Incoterms 2000,Shipping,Marine Insurance , Cargo-Packing, labelling, handling claims, EURO, BOP & NRI, ECGC, EXIM Bank, Advance license, DEPB Scheme EOU,SEZ,Bill of lading,GR form,AREI, CHA,Customs,Excise--Warehousing,Fema,regulation, Clearance,Cenvat Credit Appeals.
- 2- Healthcare / diagnostic / FMCG -- Biomedical informatics, emerging technologies, database MgmtModern Diagnostics -- HIPAA rules, medico-legal systems, issues, aspects responsibilities, genetic counselling, various acts, Telehealth & Telemedicine Systems, Pharma markets, Products, regulations, pharmacology, computerized medical instrumentation. Trusts / Foundation / NGO --Formation , Utilities, resources, functionalities, Social responsibilities, worldwide affiliations
- 3- BPO – ITES-- from grass- root level of shop – floor operations, Technology, Quality, (6SIGMA-Kaizen,) Infrastructure, CRM,Sourcing, good HR practices, Transition, services offered e.g Technology, insurance, Financial. Telecom & Internet etc. Future business growth prospects – newer clients, Industry lifestyle-global best practices,fatal errors,country specific laws,data .
- 4- TELECOM/WIRELESS/SAT/MOB- IP PACKETCONVERGENCE,WAP,CDMA,GSM,GPRS,TDMA,EDGE,WCDMA,UMTS,2G- 5G- 3G,ANALOG AND DIGITAL,MSISDN,MSC,PSTN,SIM,HLR,VLR,ESMR,CDPD,FREQ.LAN,WAN,GSM ARCHITECTURE- MS,BSS,NSS,OSS,DISTRIBUTION CHANNEL,PRODUCT,DEALER,DISTRIBUTOR,RETAIL NETWORKS-DEVELOPMENT
- 5- CONSULTANCY RELATED-Pharma, FMCG, IT, Insurance Real Estate, BPO,media DOMAINSTQM, Law – Legal, Retailing, Consumer & Human Rights.FUNCTIONS Mktg., Finance, Intl. Bus., Log & SCM. SERVICES & SKILL SETS Business – Alliance, Channel & Segment Mgmt., Process Review,Analysis, Case Modelling, Strategy Corporate – Planning, Strategy, Warfare, Communication, Media-Buying, Planning, P.R, Direct Marketing, Events & Conferences,Market Research, product / Brand Management, Trade Marketing, Tele-Marketing, Client Servicing, Community Relations, Consumer PR & publicity, Mergers & Acquisition, Policy Development, Profit Improvement, Research , Risk Management, Strategic & Turnaround Mgmt.
- 6- Immigration, Trsp/ Log & SCM - Countries, employment opportunities, qualification assessment, selection criteria, validated arranged employment, settlement funds, financial requirement fees.Trspt, Log & SCM – Integrating, managing supply chain, channel network, Inventory, procurement, materials handling, modal selection,Transport, fleet mgmt, critical interface,new wave
- 7- IPR/LAW/LEGAL- Origin, development, evolutional, std, Concept, Convention, treatise.IPR- in Agri, Biotech, Pharma, Industrial IPR- designs trademarks, Patent law , Copywright-Fees, Regn, infringement, remedies, Tech transfer. Cyber Law- Cyberspace, jurisdiction, digital sign, Cryptography, domain ODR, B2B & B₂CADR – Crisis Mgmt, arbitration-place, agreement, trends, PIL.
- 8- Media / Advt / Movies – Mgmt, Research, Mass communications, Account Mgmt, Ideation graphics, multimedia, proofreading, copywriting, corporate communication reporting, writing, editing, recording, production.Project Mgmt – Strategic policies, lifecycle, planning, execution, Monitoring, control, closure, Quality – planning , assurance , control, Risk – identification, mgmt, analysis. Brand/evnt Mgmt – Concept, Models, evolution, equity, awareness, loyalty, identity Shares/Trdg/Fin/Inv- GAAP, Equity valuation, portfolio Mgmt, Cash Mgmt, securities market, investment holding, financial distress & restructuring, mutual funds. Banking – Investment banking,Markets, capital, secondary, foreign exchange, global, derivatives, technology, Securitization, Recapitalization, restructuring Insurance – Reinsur, TPA's, risks, analysis, types, market, growth, economy, objectives, cost.
- 9- Hospt / Tourism – Dvpt, Mgmt, Products – Operation, Indian perspective, project, ecology, environment, tourism mktg.Real estate. Const & Futuristic – plan, construct, architecture, surveying, valuation, techniques, operation, thermodynamics, pollutants, futuristic TQM– ISO 9001/14001– Envnt policies & mgmt6 Sigma – Yellow, green, black belts – 99.996% perfection. TS 16949

10-e-Business – new economy, concept framework, revolution,networks, Focus areas, Content mgnt, resource & infrastructure analysis, revenue models, project implementation,review, Swot core competencies,electronic payments,security, legal, regulatory framework ERP-SAP-CRM-loyalty, business intelligence, evaluation, implementation, channel mgmt, **91.9823179650 / 9623307763**

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