

Himanshu Thapa

Date of Birth: 31st August, 1986

Current Address: SV – 10, 36 Shiv Vihar Colony, Sector 5, Vikas Nagar, Lucknow-226022, Uttar Pradesh, India

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A keen planner, strategist and implementer - with demonstrated abilities in Management Strategy and Business Intelligence to Expand Organisation's Business, and progress with the growth of the Organisation.

Career Summary:

- ❖ 7+ years of post-MBA experience in Business Development, Project Management, Marketing and Business Strategy, Strategic Planning and Analysis, Financial Valuation, since 2010.
- ❖ Currently helping Start Up Company in its Business Development by setting up of Skill Development Training Centres under Government Schemes and Education Business setups.
- ❖ 1+ year of experience in Software Application Development during 2007 – 2008 (pre - MBA).

Academic Qualifications:

Period	Degree/Examinations	Institute
2008 – 2010	MBA (Marketing & Finance) - Full Time Master of Business Administration	Amity University Uttar Pradesh, NOIDA, India
2003 – 2007	B. Tech. (Information Technology) - Full Time Bachelor of Technology	U. P. Technical University, Lucknow, India

Other Training/Certifications:

Period	Training/Certification	Institute
March – April, 2015	Security Management System - Lead Auditor (ISMS-LA)	BSI India, Mumbai, India
May – August, 2015	Certificate Program in Digital Marketing	Edupristine, Mumbai, India
August, 2017	15 Days' e-Learning on Entrepreneurship Development Program	National Institute for Entrepreneurship & Small Business Development (NIESBUD), NOIDA, India

Summer Internship/Trainings:

- Dissertation Topic:** “Study of Successful IT Start-ups in Lucknow, India” during January – April, 2010
Scope and Description: Conducted in-depth study on 4 selected IT Startups in Lucknow on Evolution of their Business Model, Financial Performance, Strategic Decisions, and Selling Strategies.
- Summer Internship:** **Organization: Ernst & Young Pvt. Ltd., Gurgaon, India during May – July, 2009**
Scope and Description: Survey on “Marketing Activity Effectiveness at EY India” with the firm’s Infrastructure, Real Estate & Government (IRG) - Executive Management Team.
- Summer Training:** **Organization: Tata Consultancy Services Ltd., Lucknow, India during June – July, 2006**
Scope and Description: As a team member for UDD Project (for Government of Uttarakhand), involved in the Application Design phase for the Project.

Professional Experience:

Sr. Manager – Business Development, Sanatan Multi Skill Development & Education Pvt. Ltd. (since June 2017)

- Sanatan Multi Skill Development & Education Private Limited is a start up company based in Lucknow, India - incorporated in May, 2017 with main objects to promote and set up vocational, online, academic, technical and skill related training and educational centres across the country and abroad. Assigned with responsibility of Business Development and Expansion including monitoring Market surveys on skill requirements, preparing plans, setting up Training Centres, obtaining approvals from accrediting/certifying Skill Councils, Government bodies, etc.

Manager – Strategy, Austen Agencies Ltd., Nairobi, Kenya (July 2016 – June 2017)-Reporting to Group Chairman

- Heading Turnkey Projects of the Group with focus on monitoring Market Surveys for Hospitality Business, Duty Free Business and Petroleum products, setting up and/or streamlining of teams, assigning Key Performance Indicators to gauge the performance levels of higher management, streamlining the process funnel to reduce operation costs – **“Money Saved is Money Earned”** as well as developing new ideas and services to improve Business Profitability
- Devising distinctive Branding and Marketing Strategies for different existing and new ventures of the Company/Group..
- Participating in Trade Shows in Different countries, Bidding for key Cubicles- and then setting up of impressive stations with eye catching STANDIES / BANNERS and FREEBIES.
- Analysis of New Business Proposals including Feasibility Assessment, determination of Financial Viability of various Oil & Gas Projects, Acquisition/Investment Proposals for Mining Assets, and their Future Profitability Assessment , and monitoring Day-to-Day operations of different business units of the organisation.
- Doing Project Performance Analysis and supporting top management in formulation of Business Strategies.
- Reviewing financial aspects associated with the projects, Valuation of outcomes and analysing Project Budgets and Proposals for the different Business Units of the Group.
- Formulation of Strategies for Expansion of currently operating Business units vis-à-vis entering into new Businesses, Identification of bottlenecks and hurdles for Business performance and streamlining the Business Processes for improving the throughput.

Assistant Manager – Marketing & PMO, Algorithms Software Pvt. Ltd., Mumbai (July 2015 – June 2016)

- Marketing and Planning Strategy for Sales of ERP Software – XPEDEON, Project Management, Planning and monitoring Execution.
- Participated and Implemented social media strategy and execution, overseeing all social media channels to promote brand, thereby enhance brand presence and also expand client base.
- Reviewing Branding aspects associated with the Products, Valuation of Marketing ideas and analysing Budgets and Proposals for the Product Development and Product Innovations vis a vis Analysis of Competition, Industry Trends, Market and Consumer Behavioural attributes.
- Supporting top management in formulation of Marketing Strategies and Branding upgrades vis a vis Build Brand Awareness and generate leads while managing internal and external online Marketing campaigns and programs.
- As a part of PMO (Project Management and Operations) Team, dealing with all the issues regarding Project Management Activities pertaining to Development, Deployment and Post Implementation stages of ERP Solutions for the Real Estate Industry.
- Doing Performance Analysis and Information/Data Mining for the organization.
- Evaluating Project Proposals, preparing Project Report and Quality Assessment for different projects undertaken by the organization.

Sr. Executive (Business Analyst – Power, Oil & Gas, Mining), Sahara India Group, Mumbai (July 2011 – July 2015)

- Providing support for Monitoring Marketing and Business development related issues to the Executive Director-Business Development.
- Evaluating investment proposals for Mergers & Acquisitions (M&A), preparing investment report and business plan, Financial Modelling and Valuation.
- Analysis of Competition, Industry Trends, Macroeconomic parameters and supporting businesses in formulation of strategies.
- Understanding of regulatory aspects related to power sector like CERC norms for tariff determination, Power Purchase Agreements.
- Analysing budget proposals of Power and Sugar divisions of the Group.

Major Projects Undertaken

Mining:

- Looking into sourcing and procurement of Imported Coal for the Power Project.
- Evaluation of investment opportunity in coal fields/mines situated overseas, Worked on financial feasibility, review of project progress related to marketing and sales of produce from the overseas mine assets and clearances.
- Negotiation and signing of MoU with a US based Private Equity for prospecting and partnering in mining assets.
- Business Plan and Financial Model for Subterranean and Alluvial Gold mines in Colombia.

Power & Energy:

- Buy side financial feasibility analysis and valuation of 1320 MW green field power project in Orissa (February, 2014).

- Evaluation of investment opportunity in a Greenfield 1050 MW Power Project in Chhattisgarh, Worked on financial feasibility, review of project progress related to land acquisition and clearances (October, 2012).
- Financial feasibility analysis of 1320 MW Greenfield Titlagarh power Project of Sahara Power (November, 2013).
- Formulation of turnaround strategy for Baghauri Sugar and Distillery Ltd.'s (BSDL) 12 MW Co-Gen Power Plant and capital budgeting for INR 10 Crores CAPEX in BSDL (December, 2012).
- Evaluation of investment proposal of setting up a Gas based 172 MW power plant in a neighbouring country, Business Plan presented to the Chairman (April, 2013).

Oil & Gas:

- Market Study and Evaluation of acquisition opportunity of a producing oil field (February, 2013).
- Evaluation of Oil & Gas Exploratory Blocks situated in Russia, Tanzania, Kenya, Tunisia.
- Evaluation of investment proposal for acquiring a stake in a Producing Gas Block in Bangladesh, Business plan for investment presented to the Chairman (May, 2013).

Management Trainee, HCL Technologies Ltd., NOIDA (June 2010 to June 2011)

- Marketing assignments for DOW JONES Off-shore Management Centre (Operating from NOIDA).
- Day to day Management, Liaison and Co-ordination with various function heads for Bid preparation and submission, producing clarifications and securing orders.
- Gathering market information, Review and In-depth analysis of Competition scenario and modify/ restructure market development strategies.
- Generating convertible leads and facilitated 'up-selling' of the services to prospects, identification of business opportunity, satisfying queries, demonstration of product features.
- Establish close relationship with clients to help facilitate achievement of sales objectives and to provide ongoing services.
- Responding to and resolving any tickets/escalations directed to the Tools Team on a prompt basis and providing on call support to the On Site Team at Dow Jones office.
- Additionally, was also entrusted the responsibility for doing Financial Performance Analysis and Information/Data Mining on Oil & Gas Ventures listed in the Dow Jones.

Software Developer (Programmer), Sahara NetCorp Ltd. (now Sahara Next), Lucknow (July 2007 to Aug 2008)

- As a member of the Application Development team, involved in Architecture Design, Developing, Coding, Testing, Debugging and Maintenance of Web/Web Services based Software Applications/ Modules.
- Left the job to pursue my full-time MBA Course.

Computer Proficiency:

- ◆ **Financial Tools & Project Management:** MS Project, Tally, Visio, MS Excel, Word and PowerPoint
- ◆ **Development Languages/Web Designing/DBMS Packages:** C/C++, JAVA, J2EE, C#, C#.NET, HTML/XML, JSP, ASP.NET, Oracle 8i/9i, MS SQL Server 2000
- ◆ **Application Development Environment:** VB6.0, MS Visual Studio 2005, Net Beans 5.5, Dreamweaver

Achievements / Co-curricular Engagements:

- ◆ Member of the Organising Committee, Press & Media Committee and was the Head of Reporting Committee for various Cultural Events and Technical Fests/Competition Events at Engineering College (2003-2007).
- ◆ Participated in Business Strategy Simulation Game "Chanakya 2010".
- ◆ Sports In-charge for the I.T. Branch in the Engineering College (2003-2007).
- ◆ Gold Medal in Sprint (4*100 m) Relay in school's Inter-Branch Athletics Competition (2001-02).
- ◆ Captained school's Junior and Senior Football Teams (1999 - 2003) for various State Level competitions.

Personal Dossier:

- ◆ **Nationality** : Indian
- ◆ **Marital Status** : Married
- ◆ **Languages Known** : English and Hindi

Date and Place:

(Himanshu Thapa)