

# Gairik Banerjee

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## Summary

GAIRIK BANERJEE'S CAREER PROFILE

Entrepreneur • Company Director • International Political Affairs Advisor • International Business Development Professional

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### A FEW CAREER HIGHLIGHTS

# Built Renewable Energy company (Onshore Wind/Biomass) from the ground up in Central/Eastern Europe, putting together project pipeline of over 400 MW in 2 years.

# Facilitated Green Energy One (formerly Naanovo) expansion in Europe.

# Coordinated tie-ups with US and EU Green Energy technology-providers for Global Indian principal.

# Worked with Enron Intelligent Energy Group, focusing on transnational infrastructure development for the top-secret Clathrates project, and also serving other Enron businesses:

\_\_\_o Nowa Sarzyna (1 16 MW) Gas-based CHP venture (Poland).

\_\_\_o TGS (Transportadora de Gas del Sur) gas pipeline (Argentina).

\_\_\_o Sarlux (548 MW) IGCC power plant and power distribution network (Sardinia, Italy).

# Advised East European governments/agencies on privatization and entrepreneurship.

# Advised on M&A activities.

# Headed Latin American and European business development for Wal-Mart.

# Lobbied the Clinton (42nd) White House & US Congress. Wrote two paragraphs of the report language for NAFTA and deposed before the 104th Congress of the United States on International Trade matters.

# Developed 'Profile Management System' buying 74% of the total merchandise inventories for the world's largest retailer (Wal-Mart Stores Inc.).

# Pioneered web-centric staffing business for the Trade Shows, Conventions and Promotions industry.

# Created Hollywood's first web-centric model/talent agency gateway.

## Experience



**Director, International Business Development**

## Devenir Capital Limited

2020 - Present (1 year 10 months +)

Building an International Network (of Ultra High Net-worth Investors and Wealth Management Relationship Managers) -- away from Devenir's home markets of Dubai and Mauritius -- for the Devenir Group's External Asset Management & Wealth Industry product portfolio.

## International Business Development

### Nordische Tech

2019 - Present (2 years 10 months +)

Member of Founders' team.

Identifying key technologies, markets, partners and more -- to build up a Start-up venture, engaged in the Electric Vehicles (EVs), EV Batteries & Power Storage space. Building international market presence for Nordische.

## Owner | Product Curator | Limited Executive Role

Calcutta Deli (CalcuttaDeli.com): Euro Haute-Cuisine Restaurants, Charcuterie-Patisserie-Boulangerie

2011 - Present (10 years 10 months +)

Promoting various European cuisines / food products in India; and Indian foods in Europe, America, etc.

## Geschäftsführer | Chairman

Aarønsson Von Habsbürg-Röthschild

Aug 2012 - 2020 (8 years 5 months)

International Private Equity (and Term Debt) provider. [Headquartered in Montreal, Quebec, Canada, Fedinco Consolidated Capital Services is an entity – of the Al-Sabah dynasty, rulers of the Kingdom of Kuwait (and a few other ultra-High-Net Worth families) – which sources investment funding into select projects/vehicles throughout the world, but somewhat focused on Ukraine/CEE, Latin America and the Arab World / Middle East.]

# Negotiated with entrepreneurs and governmental authorities and processed deals for CapEx funding for a number of projects, mainly in the power and infrastructure sectors.

## Independent Director | Advisor | Non-Executive Role

Khaitan Group

2014 - 2019 (6 years)

Khaitan is India's best-known Electricals brand, but the Khaitans are also heavily invested in Land and Real Estate, and various Agro industries like Sugar, Stevia, Tea, etc.

Director's role included advising the Khaitans on raising funding, and helping with different verticals.

Attempted to leverage brand to enter high-tech Climate Change Mitigation oriented technologies and products.

## Director | Consultant | Corporate Advisor

Econstra

2013 - Mar 2018 (5 years 3 months)

The company was started by a small group of Harvard-alumni ex-McKinsey (New York) operatives, implementing a boutique Strategy and Management Consulting Firm business model (borrowing elements from McKinsey, BCG, Bain, Booz, AT Kearney, Roland Berger, Oliver Wyman-Mercer Delta, etc.) for the Indo-Global space.

# Advise owners on firm's ongoing expansion into Dubai, Iraq, Libya, Ukraine, Singapore, Australia & EU.

# Assist with clients on various projects in the Energy, Infrastructure and other sectors globally.

## **Major Stockholder | No Executive Role**

ABC METALLURGICALS PVT.LTD.

Feb 2011 - Mar 2017 (6 years 2 months)

# Acquired major equity interest in 'Refractory Metallurgical Consumables' company manufacturing Sleeves, Hot Tops, Tundish Boards, various (metallurgical) paints and powders used in the Steel Plants and Foundries.

# Oversaw the building of a new (green-field) factory, and the closure of legacy plant.

## **Geschäftsführer | CEO, Central & Eastern Europe | Director, various East European subsidiaries**

Orient Green Power Europe BV | Trishe Energy

2007 - 2012 (6 years)

OGPE was a subsidiary of the Shriram Group – consolidating SEPC's energy assets and interests in CEE. Shriram EPC itself is the Engineering, Technology and Manufacturing arm of the Shriram Group ([www.Shriram.com](http://www.Shriram.com)).

# Built a start-up company (using the BOOT – Buy/Own/Operate/Transfer – Business Model): focusing on wind / solar / tidal / biomass / waste heat / District Heating / other project development and asset acquisitions in CEE. Developed project pipeline of over 400 mW.

# Oversaw projects across the Balkans and elsewhere -- Estonia, Latvia, Lithuania, Croatia, Hungary, Slovakia, Czechia, Slovenia, Bulgaria, Moldova-Gagauzia, Ukraine, the Soyuz pipeline across Russia.

# Directed a biomass/ biofuels+CHP start-up company tasked with 5 plants across Europe.

# Negotiated coal assets buy (80 M MTs reserves) in the Kuzbass, Novokuznetsk basins (Siberia, Russia; Caucasus / Georgia, Donetsk / Luhansk, Ukraine)

## **President, Principal and Founder**

Models Inc | AMPV (American Motion Picture & Video)

Oct 2001 - Sep 2007 (6 years)

Original promoter/conceptual founder of the company (along with Hollywood celebrities Walter Matthau and Jack Lemmon) – was involved from the beginning in 1992-93, till exiting in 2006-2007.

# Built the company from inception, to USD 147 Million in group annual revenues.

# Serviced the Movie/TV, Advertising-Promotions and Conventions-Trade Shows industries.

Customers included Disney, GE-NBC-Universal, Columbia-Sony, DreamWorks, Time-Warner, Fox,

ParamountViacom, CBS, ABC, MGM, AMC, Hallmark, LionsGate, Lever Bros, Proctor & Gamble and many more.

# Acquired 24,642 acres of western US wilderness/agricultural property; a small rural utility company; several technology, real estate and international trading ventures, and land banks in Bolivia, Paraguay, Chile and Argentina. Set up offshore operations, helped Hollywood investors with offshoring.

### **Partner, International Energy Practice | USAID - CEE / Turkey-Caucasus-Iran / Af-Pak-Tajik theatres**

Frontiers Consulting & Contracting (aff. w/ Kissinger Trust, US Depts. of State, Comm, Defense)

Oct 1995 - Sep 2001 (6 years)

# Consulted with Enron's intelligent energy strategic development group on various projects, encompassing Clathrate/Oil Shale exploratory strategy and international infrastructure projects -- Sarkux, Sardinia; Nowa Sarszyna, Poland; Transportadora Gas del Sur Pipeline, Argentina; Algerian-Moroccan-Canary Islands Offshore, etc.

# Advised governments and facilitated privatizing companies in the former Soviet Bloc.

# Acquired controlling stakes in former state-owned assets undergoing privatization – Treximco (Romanian ordinance dept.) and Marex Poland (ceramic/porcelain), along with local partners.

# Executed civilian contracts (ceramics) (Bosnia, Albania) and military contracts (Lebanon, Syria, Jordan, Tunisia, Yemen-Sana'a).

# Set up liaisons with state and non-state leaders from across the post-Soviet Bloc.

# Supported programs promoting Muslim women's education in the Kabylia (Algeria), Tajik/Af-Pak and Caucasus-Nagorno-Karabakh-Azerbaijan areas.

### **Vice President Of Business Development | Multiple positions during progression of career development**

Wal-Mart International

Sep 1989 - Oct 1995 (6 years 2 months)

# Captained team in the International Business Development area. Spearheaded and supervised expansion efforts in Latin America, Europe and the Middle East. Built the anchor infrastructure for expansion into various foreign markets.

# Organized company's exploratory push into various European markets – including UK, Germany, Russia, France, Italy, Sweden, Spain, Poland, Ukraine and Turkey.

# Testified (as expert witness) before the 104th Congress of the United States on intl. trade issues.

# Established liaison offices in Europe, South America, North Africa and the Middle East, accounting for about 8% (by dollar volume) of Wal-Mart's merchandise import budget.

# Helped organize Wal-Mart International's Shipping and International Logistics infrastructure.

# Saved Wal-Mart large sums by designing the FSC (\$144M) and Duty Drawback (\$209M) programs for the group's global sourcing and supply chain activities.

# Established Wal-Mart's Multinational Customs Classification/Clearance operations, affecting USD 8.3 Billion of merchandise in FY 1994-95 alone.

# Created the idea of Walmart.com (the online retail store portion only) in 1995. Authored 'Profile Management System' and acted as Business Analyst for Team RetailLink™ (Wal-Mart's EDI-based buying/merchandising system).

## **International / Post-Soviet Policy Adviser**

1st US Presidential Campaign of William Jefferson Clinton, Esq, Democrat of Arkansas, 42nd POTUS

Oct 1990 - Dec 1992 (2 years 3 months)

# Authored white paper ('Food for Wood' brief) postulating an US-Russian mutual economic recovery pact based on a proposed triangular relationship between US Big Timber, remote Siberian district govts (e.g., Irkutskaya Oblast), and the Trans-Siberian Railway (then controlled by the Krasnye Armye).

# Advised US Presidential candidate and key US Senate and Congressional (House) staffers, and formulated campaign position recommendations based on post-Soviet East European policy research.

# Directed the efforts of several key campaign contributors and lobbyists successfully to get Mr. Clinton win 1991 Democratic Primary and elected to the White House.

# Facilitated relationship between Wal-Mart (and the US Mega-Retail industry) and the Clinton (42nd) White House.

## **Graduate Research & Teaching Assistant | Instructor**

Walton Institute of Retailing / Walton School of Business | University of Arkansas  
1989 - 1990 (2 years)

## **'Fast-Track' Management Trainee | Manager**

Bata Group

1987 - 1988 (2 years)

- Completed 12-mo training in 5 mos.
- PR, Advertising, Product Development
- Coined slogan, "The North Star Man – the World at his feet", used to market brand for decades.

## **Executive**

ITC Limited Financial Services sub-group (Indian subsidiary of BAT pBritish American Tobacco Group))

1985 - 1987 (3 years)

Marketing – Handled large-asset leasing sales.

Doubled number of client accounts, increased sales 227% and margins 16%.



### **Trader, Key Accounts (started as Intern)**

Place, Siddons & Gough (Brokerage House/Merchant Bank) | part of BAT Industries plc

1981 - 1985 (5 years)

Managed numerous client public stock offerings/placements for the company, and very high-net worth accounts, including a few legacy Indian Princely States (Maharajah/Nawab) families. Increased revenues by 375%. Membership: Cochin & Sikkim Stock Exchanges, Assistant: Calcutta Stock Exch.

## **Education**



### **The University of Texas at Austin**

Ph.D., International Business/Trade/Commerce



### **University of Arkansas, Fayetteville**

M.B.A., International Business



### **Yale University, New Haven, Connecticut, 06520, USA**

Joint Program, International Business and Maritime Law



### **Indian Institute of Management, Ahmedabad, Gujarat, India**

Post-Graduate Program in Finance for Executives, International Finance

1986 - 1986



### **University of Calcutta**

Master's degree, International Business/Trade/Commerce

1987 - 1989



### **Calcutta University, Kolkata**

Bachelor of Laws - LLB, International Law and Legal Studies

1986 - 1989



### **St. Xavier's College (Autonomous), Calcutta, West Bengal, India**

Bachelor of Commerce - BCom, Economics

1982 - 1987



### **South Point High School, Calcutta, West Bengal, India**



### **Phillips Academy, 180 Main Street, Andover, Massachusetts, 01810, USA**

Secondary School (Boarding), General Secondary Education, Early Elite College Prep

 **Gordonstoun Public School, Gordonstoun Road, Elgin, Moray, IV30 5RF, Scotland, UK**

Primary School (Boarding), Primary / Elementary

 **Institut Le Rosey, Château du Rosey, Rolle und Gstaad, Switzerland**

Elite Primary Boarding School, Primary

 **Doon School, Mall Rd, Dehradun, UP, 248001, India**

N.A., Secondary Schooling (Boarding)

Kashmir House

 **Mayo Ptinces' College (Boarding School), Srinagar Road, Ajmer, Rajputana, 305001, India**

N.A., Secondary Schooling

## **Skills**

Private Equity • Energy • Mergers • Due Diligence • Business Strategy • Business Planning • Renewable Energy • Venture Capital • Mergers & Acquisitions • Financial Modeling