

## PROFILE

Entrepreneur • International Political Affairs Advisor  
International Business Development Professional



## 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:
  - Nowa Sarzyna (116 MW) Gas-based CHP venture (Poland).
  - TGS (Transportadora de Gas del Sur) gas pipeline (Argentina).
  - 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 (42<sup>nd</sup>) White House & US Congress. Wrote two paragraphs of the report language for NAFTA and deposited before the 104<sup>th</sup> 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.

## CAREER DEVELOPMENT

### Econstra

*[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.]*

International, Multi-location

**May 2013 – Present**

### Director

- 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.

### Aarønsson Von Hapsbürg-Röthschild ([www.aaronsson.com](http://www.aaronsson.com))

*[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.]*

International

**April 2011 – Present**

### Geschäftsführer

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

### ABC Metallurgicals Pvt. Ltd. ([www.abcm.co](http://www.abcm.co))

Kolkata, India

**Feb 2011 – Present**

### Director and Major Stockholder

- 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.

**Orient Green Power Europe BV | Trishe Energy** ([www.orientgreenpower.com](http://www.orientgreenpower.com) | [www.shriramepc.com](http://www.shriramepc.com))  
Vienna, Austria | The Hague, Netherlands | London, England

**Oct 2007 – partially ongoing** (mostly as board member of some regional East European subsidiaries)  
**CEO Central/Eastern Europe | Advisor on CEE Projects**

*OGP is a subsidiary of the Shriram EPC 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 BOO – Buy/Own/Operate – Business Model): focusing on wind park project development and acquisitions in CEE. Developed project pipeline of over 400 mW.
- 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 (Russia).

**AMPV Corp** (*American Motion Picture & Video*)

Hollywood, USA

**Oct 2001 - Sep 2007**

**President and Co-Principal**

*An 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, Paramount-Viacom, 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 and Brazil. Set up offshore operations, helped Hollywood investors with offshoring.

**Frontiers Consulting & Contracting** (*affiliated with the Kissinger Trust think-tank, and the US Departments of State, Commerce and Defense*)

New York | Washington DC

**Oct 1995 – Sep 2001**

**Director**

- Consulted with Enron's intelligent energy strategic development group on various projects, encompassing Clathrate/Oil Shale exploratory strategy and international infrastructure projects.
- Advised government depts. 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 civil contract (ceramics) in Bosnia and one military contract.
- Set up liaisons with state and non-state leaders from across the post-Soviet Bloc. Supported programs promoting Muslim women's education in the Tajik/Af-Pak and Central Asia areas.

**Wal-Mart International** (*International operating division of Wal-Mart Stores, Inc.*)

Bentonville, Arkansas | Buenos Aires, Argentina

**Sep 1989 – Oct 1995**

**Director International Development, VP/Team-Leader Latin America**

- 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 104<sup>th</sup> 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).

**1<sup>st</sup> Presidential Campaign of (then Gov.) William Jefferson Clinton**, Democrat of Arkansas  
Fayetteville AR, USA

**Oct 1990 – Dec 1992**

**International/Post-Soviet Policy Adviser**

- 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 Camp.

**EARLY CAREER EXCERPTS** (India)

- **Bata** (Footwear MNC), 1988-89 | '**Fast-Track**' Management Trainee – Completed 12-mo training in 5 mos. Coined slogan, "*The North Star Man – the World at his feet*", used to market brand for decades.
- **ITC** (*Classic Financial Services* sub-group), 1987-88 | **Marketing** – Handled large-asset leasing sales. Doubled number of client accounts, increased sales 227% and margins 16%.
- **Place, Siddons & Gough** (Brokerage House/Merchant Bank), 1984-87 | **Trader, Key Accounts** – 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**

- MBA – Sam Walton Graduate School of Business, University of Arkansas Fayetteville (US).  
+ *Coursework taken towards PhD in International Trade at the Univs of Texas and Yale (US).*
- BCom (St. Xavier's College), MCom, LLB – University of Calcutta (India)  
+ *Executive-track management diploma (NOT Degree program) – IIM Ahmedabad (India).*

**OTHER**

- Servanthood – Raised money for Mother Teresa. United Way; Children's Miracle Network, Habitat For Humanity; Lutheran Church Orphanages in Romania-Moldova-Transdneister-Ukraine and the Caucasus; Girls' Madrassahs and Bicycle distribution for girls in Afghanistan, Pakistan's Northwest Frontier Province and Tajikistan.
- Sports – Rugby, Polo, Equestrian, Squash, Tennis, Golf, Skiing, Snowboarding, Dog-sledding, Canoeing, Hiking, Camping, Sailing.
- Enthusiast – Opera, Ballet, Ballroom dancing, Sommelier (of dessert wines), Gourmet Latin American, Baltic and Balkan cuisine, Dinner Theatre.
- Psychographic Profile – [www.facebook.com/gairik1](http://www.facebook.com/gairik1).
- References – available upon request.