

Sougata Sengupta

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PROFESSIONAL SUMMARY

Company Secretary by qualification with over 25 years of diverse top management professional experience in corporate strategy, business development, M&A, investment banking, and in setting up businesses across various industries and functions ranging from general management to investment banking to raising an independent hospitality brand.

DEMONSTRATED ACHIEVEMENTS

- Independently set-up 3 investment banking practices
- Founded a retail food chain, and diversified offerings into the corporate and AD shoot catering sector
- Raised capital of over INR 10 billion across multiple industries which includes debt raising, equity through IPO and PE
- Led 7 M&A deals across core sectors like steel, cement and mining
- Diverse experience spanning NPA resolution, IPO management, business operations, P&L management

CORE COMPETENCIES

- Strategy and business plan formulation
- P&L management
- Fund raising through IPO
- Leadership and large-team management
- Capital raising
- NPA resolution
- Company set-up and management
- M&A deal advisory
- Investment Banking

PROFESSIONAL EXPERIENCE

Head of Finance, Inditrade Microfinance Limited

April 2022 - Present

- Forecast monthly, quarterly and annual results.
- Budget and accounting information, collections and tax information
- Risk management analyses to ensure risk framework in operation
- Overseeing commercial decision-making from margin analysis, tender analysis and pricing analysis
- Review of fund positions with forecasting to ensure optimum liquidity.
- Liasoning with Private Equity players for raising Equity Capital
- Liasoning with banks/FI's for availing borrowing facilities. Ensuring submission of required information post disbursement.
- Ensure all accounting activities and internal audits comply with financial regulations

Executive Director and COO, Birla Workforce and Technologies Pvt Ltd

November 2018 – March 2022

- Overall, in charge and P&L Responsibility
- Strategy formulation and implementation.
- Diversified into IT Finishing School by forming JV (Birla Cokedul Private Limited)
- Set up International JV with Australian partner "iCollege"
- Head of K12 Schools under FOCO Model. Managed 2 (two) K12 Schools (Haryana and Mumbai location)

Executive Director, Leverage Turnaround and Resolution Private Limited

April 2017 - September 2018

- Set up the insolvency management business by on-boarding 30 Insolvency Professionals (IP) across 6 cities
- P&L Responsibility of Western and Southern India
- Oversaw operations of the entire CIRP assignment process under Insolvency and Bankruptcy Code
- Handled 6 CIRP assignments as head of IPE and was chief advisor to corporates seeking advice on NPA mgmt.
- Fund raising and all M&A advisory services

Founder, Tista Hospitality Pvt. Ltd.

August 2014 - April 2017

- Founder of a food start-up with brand name 'Feast at East', comprising of quick service restaurants (QSRs) with focus on corporate and event catering in Mumbai
- Formalized the business concept, conducted technical and financial feasibility studies, raised funding by entering into a JV and managed the end-to-end roll-out of the QSRs and the catering business
- Negotiated corporate tie-ups with MNCs and renowned production houses to diversify the catering business and tied-up with online delivery service providers for increasing customer base and brand visibility
- Conducted the day-to-day management of operations, ensuring a stable and positive cash flow of the business

Vice President (Corporate Banking and Advisory), Destimoney Securities Private Limited May 2012 - August 2014

- Head (vertical) of advisory for the Merger and Acquisition practice of the company
- Responsible for end-to-end deal origination, deal structuring and advisory
- Established multiple new avenues of revenue generation through shared CFO services
- P&L responsibility of sub vertical of M&A Advisory

President, Microsec Capital Limited June 2009 - April 2012

- Grew the business from eastern India to Hyderabad, Bangalore, Chennai, Mumbai and led the North region
- Established the institution broking desk and on-boarded 20 B2B clients (FII, MFs and Nationalised Banks)
- Completed 14 deals in 2 years which includes Due-Diligence, Resource Raising, Takeover through SEBI Procedure, Business consulting
- Led the establishment of the world's largest education providers in eastern India

Group Company Secretary and Legal Head, Adhunik Metaliks Limited March 2004 - June 2009

- Core member of the Group, transforming the business turnover from INR 370 million to INR 15 billion
- Headed secretarial division and the M&A practice of the entire Group consisting of 36 Companies
- Responsible for investor relationship management, structuring and M&A due diligence
- Led a 1 billion Initial Public Offering and a Private Equity deal of 1 billion
- Led 7 acquisitions and consolidation of shareholding of entire Group Companies through holding company

Other Experience

- Company Secretary and Head Legal – Essel Mining Private Limited (Aditya Birla Group) – February 2008 – December 2008
- Company Secretary, Weibel - SL Energy Systems Limited, August 2002 – February 2004
- Accounts Executive, Gravure Press Limited, January 2000 – April 2002
- Trainee Assistant, New Assam and Duars Tea Co. Ltd., January 1994 – November 1998

EDUCATION

Company Secretary, The Institute of Company Secretaries of India 2002
Bachelor of Commerce, Goyenka College of Commerce and Business Administration, Kolkata 1994

PROFESSIONAL CERTIFICATE COURSES

Design Thinking and Creativity for Innovation from The University of Queensland, Australia
Six Sigma and the Organization (Advanced) from Kennesaw State University, Georgia
Strategy and the Sustainable Enterprise from Indian Institute of Management, Bangalore
Strategic Management from Copenhagen Business School, Denmark
Competitive Strategy from Ludwig Maximilian University of Munich, Germany

PROFESSIONAL ENGAGEMENT AS INDEPENDENT DIRECTOR

Quick Smart Wash Private Limited, PE funded Laundromats services company for hospital & educational institute campuses
Ever On Power Limited, Independent Power Producer (IPP) in renewable energy sector
Jeevan Utthaan Services India Private Limited, Independent Director – NBFC Company engaged in Micro Lending

PERSONAL DETAILS

Marital Status: Married
Date of Birth: 22nd August 1974
Current Location: Mumbai