

Team T&A

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Tarun Gupta - Principal

Background

Graduate in Mechanical Engineering and an MBA from prestigious Indian Institute of Management

Co-founder and Managing Director of T&A Consulting, with over 14 years of experience in Europe and India in the field of Corporate & Investment Banking and Consulting

Prior experience as a core member of Corporate, Investment Banking and Markets (CIBM) team at HSBC India

Key note speaker on several events on “Doing business with India”

Proven track record in achieving business growth between Europe and India

Industry Specialization

Engineering, Financial Services

Previous Experience

Head of International Business Division, at HSBC Bank Plc, United Kingdom

HSBC representative on the India Steering Committee of United Kingdom Trade & Investment

Regular participant at key industry events, with close working relationship at CXO level in leading Indian organizations

Regional Head of Corporate Banking for HSBC in India, running a wide portfolio of corporate customers operating in diverse industries including group companies of large Indian corporate houses such as Tata Group, Mahindra’s, Godrej, and Bharat Forge

On the ground experience of assisting over 75 European Companies in the last 5 years towards achieving entry into new international markets

Team T&A...

Aditya Wali - Senior Consultant

Background

Economist with a Post Graduate degree from the prestigious London School of Economics, UK. Also educated in Canada

Over 5 years of experience in Investment Research and Creative Industry (Media) including Deutsche Bank Global Markets Research (DB GMR) offshore unit and India's leading Media conglomerates

Currently senior team lead for SIX Swiss Exchange India initiative to attract equity and debt listings from India

Key Responsibilities

Oversee Research Operations and Strategic Planning of new research, Business Development and Client Engagement

Industry Specialization

Financial Services, Creative Industry, Clean Technology

Key Projects handled

Experience as an Investment Banking Analyst and Business Journalist

Operations and Strategy Manager for Swiss clean-tech company's India market entry and expansion

Investor search mandate for a Swiss e-commerce company specializing in Men's grooming products

Led offshore macro research team of commodity rich economies at DB GMR Corporate & Investment Bank

Canada Economist for DB GMR internal notes and calls

Feature Writer for The Times of India with regular updates on Education trends, Information Technology, and Media. Published in the Asian Wall Street Journal

Dissertation Research on FDI, Country Risk and Trade Agreements. "Around the World in Eight Agreements"

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Richa Bhandari - Associate Consultant

Background

Over 8 years of consulting and research experience in Management Consulting including experience at Mckinsey Global Research Institute

Key responsibilities

Team lead for inward investment attraction activities which include lead generation and investment attraction road shows for Swiss Business Hub, Select USA & Invest in Finland

Managing a team of associates involved in conducting primary research and data collection

Expert in utilising and building databases from Bloomberg, DataStream, Prowess, Factiva, India Stat etc for finding updated & relevant information critical for success of any inward investment attraction project

Industry Specialization

Lifesciences, Information and Communication Technology and Education

Previous Experience

Consulted and carried out research studies in various sectors such as Healthcare & Well Being, Information & Communication Technology, Chemicals and Education for large private sector companies and European development agencies

Led the Opportunity Assessment and Lead Generation Project in Outward Foreign Direct Investment for Invest in Finland, Swiss Business Hub (Federal arm of Switzerland Government) and State of Maryland

Assisted U.K based education software developer in identifying potential partners involved in selling digital content to the K12 segment in India

Successfully advised a European major in the confectionery segment towards India retail expansion in view of recent changes in the regulatory environment

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Saurabh Khanna- Associate Consultant

Background

Post Graduate Diploma holder in International Business and Marketing

Key responsibilities

Coordinate and manage various Trade and Investment delegations

Conducting feasibility studies, develop partner network, managing due diligence process and qualification visits on behalf of overseas clients

Industry Specialization

Mining, Telecom, Automotive

Key Projects handled

Extremely well networked in the mining and engineering ecosystem with regular industry articles on emerging trends in the engineering equipment industry

Prior experience with one of the leading South Korean conglomerate based in India and conducted market study for their Automobile division

Working as India project manager for a leading European bus body builder to help them set-up a greenfield plant in India, with target revenues of USD 100M from Indian operations within 5 years of commencement

Country Manager for a leading mining equipment company from UK with a mandate to develop dealer network and close institutional sales

Assisted a leading European mobile integrator offering next generation wireless solutions to establish reseller network in India and also assisting in their company incorporation and India set up

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Anuradha Bhattacharya - Associate Consultant**Background**

Bachelor of Commerce from Manipur University

6 years of research and consulting experience, which includes extensive experience of working with European companies.

Key Responsibilities

Opportunity assessment studies and in-depth sectoral reports and presentations

Analysis of policy /regulatory changes and its impact on overseas companies

Industry Specialization

Retail including food sector, Education, Vocational Training and textiles

Key Projects handled

Led market research assignment for a Packaging company which included industry analysis, current potential & future prospects of paperboard packaging products in the Quick Service Restaurant and consumer food segment

Completed a successful mandate for an Education Service Provider which involved sales lead generation to enter into Indian K-12 segment

Partner identification for a European provider of skills training which included joint development of training modules and “Training the Trainer” across diverse industry verticals

Market Research and Entry strategy for European companies in various sectors i.e. processed food, apparel, luxury products, security services, electronics and personal care

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Saurabh Sehgal - Associate Consultant**Background**

Masters in Industrial & Operations Engineering from University of Michigan, Ann Arbor, Michigan, U.S.A.

Over 4 years of experience in Management Consulting including assisting international companies towards potential India market entry and several companies (Indian & International) in efficiency enhancement, supply chain improvement and workforce management

Key Responsibilities

To lead partner search mandates and develop a reseller/distribution network for overseas companies aiming at Indian market entry

Conducting feasibility studies, managing due diligence process and qualification visits for overseas clients

Industry Specialization

Construction, Infrastructure, Logistics, Retail

Key Projects handled

Led the project for an Irish conglomerate operating in heavy building material, cement, aggregates, precast concrete and glass fabrication with presence in Indian cement sector and exploring opportunities to enter the aggregates and pre-cast market

Assisted an Argentina based MVAS provider to assess the demand for its products/services in India and develop a reseller network

Lead several consulting assignments for Swiss companies aiming to enter Indian market especially in the foods and retail segment

Development of service proposition for an FMCG major towards enhancement Supply Chain value

Business Process Re-engineering for several Retail and Restaurant Chains across USA

Determined efficient workforce and equipments utilization for a globally renowned coffee house

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Abhishek Dutta - Senior Research Associate**Background**

Bachelor in Business Administration, Finance from Franklin & Marshall College, BBA, Lancaster, USA, with over 5 years of experience in various international locations

Key responsibilities

Conduct research and feasibility studies in various sectors of Indian and international markets

Liaise and engage with the SIX Swiss exchange team for capital raising opportunities for Indian companies via the Swiss Capital market

Industry Specialization

Life sciences, Chemicals, E-commerce, Luxury

Key Projects handled

Business/Research Analyst at Bank of New York Mellon-Pittsburgh, USA which involved detailed macroeconomic, industry and company research for analysis and valuation

Proven track record of advising successful India entry for American companies in various sectors i.e. luxury goods, retail, personal care, e-commerce and apparel

Market Assessment for a European company which included assessment of costs related to material, utility, import & export cost, personal cost, tax and social benefits for production of chemical products in India

Conducted detailed analysis on private equity investments in India over the last decade to identify potential leads from an Outbound Foreign Direct Investment perspective

Team T&A...

Rachna Gupta - Operations Director**Background**

Graduate in Electronics Engineering, with over 10 years of experience in various international locations

Over 3 years of Middle management experience in Business Processing Industry in the UK

Key responsibilities

Manage research operations, project implementation, market assessment for European companies, plan project brief and market entry for overseas companies

Industry Specialization

Education, Luxury, Food, Fashion and Retail

Key Projects handled

Experience as Process Manager with Southern and Scottish Energy , UK primarily on new business and migration projects

Planned and Managed India Road Show for various Education companies from Canada and United Kingdom

Lead several consulting assignments for Swiss companies aiming to enter Indian market especially in the food and retail segment

Structured and led business incubation of a British textile company involving various aspects such as incorporation, recruitments and quasi representation