
VINAYAK KHARE



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VINAYAKKHARE.COM

OBJECTIVE

Detail-oriented and results-driven real estate developer with a strong foundation in banking, seeking to leverage financial acumen and industry knowledge to excel in real estate development projects. Proven track record in analyzing investment opportunities, managing financial resources, and driving project success.

EXPERIENCE

VINAYAK BUILDTech PROMOTER/MANAGING PARTNER

2016-Present

I relocated to India in 2016 and co-raised a development and advisory startup Vinayak Build-tech. The company is involved in aiding e-commerce companies for warehousing and corporate leasing in Delhi, Uttar Pradesh with 9 Properties expand into new territories. Clients include Flipkart, Gyms, Education Centers and International offices

My core competency lies in financial and P&L management, budgeting and forecasting, strategic planning, business valuation, pricing large outsourcing deals, driving asset productivity, budgetary controls, process improvement, and people management.

FROST GLOBAL SINGAPORE EXPORT MARKETING EXECUTIVE

2012-2016

I am focused result oriented professional with a four-year stint in Singapore straight out of college in the finance sector. I represented Frost Global Inc in their operations in Singapore.

My role included **Strategic Fundraising Planning**: Collaborated with senior management and financial experts to develop a comprehensive fundraising strategy aligned with the company's growth objectives. This strategy encompassed debt financing, equity investments, and alternative fundraising methods.

Debt Issuance: Played a crucial role in raising capital by issuing bonds and securing loans from financial institutions. This involved meticulous financial analysis, risk assessment, and negotiation of favorable terms.

Investor Relations: Acted as a liaison between the company and its investors, ensuring transparent communication and timely reporting on financial performance, strategic developments, and risk mitigation efforts.

Regulatory Compliance: Maintained a deep understanding of Singapore's regulatory environment, ensuring that all fundraising activities complied with relevant laws and regulations. Collaborated with legal teams to draft prospectuses and comply with disclosure requirements.

SKILLS

Real Estate Development:

Proven ability to identify, assess, and execute real estate development opportunities. Expertise in market analysis, site selection, and feasibility studies.

Financial Analysis:

Strong background in financial modeling, budgeting, and financial planning. Skilled in assessing project financial viability and optimizing capital allocation.

Project Management:

Track record of successfully leading cross-functional teams and managing all phases of real estate projects, including planning, construction, and leasing/sale.

Banking and Finance:

In-depth knowledge of banking operations, credit analysis, and risk assessment.

Proficient in managing financial resources, securing funding, and optimizing financial performance.

Market Research:

Ability to conduct comprehensive market research and competitor analysis to inform real estate investment decisions.

Contract Negotiation:

Proficient in negotiating contracts with contractors, vendors, and other stakeholders to ensure favorable terms for the project.

Communication:

Strong verbal and written communication skills, including the ability to present complex financial data and project updates to stakeholders.

EDUCATION

ISB MBA'23

Amity Business School BBA 2011

St. Columba's School PCM-Economics 2008

VOLUNTEER EXPERIENCE OR LEADERSHIP

Captain of Golf team in Singapore Indo Chamber

Elected as the president of the Amity Business Banking and Finance Student Association, representing over 300 students pursuing degrees in finance-related fields.

Led a team of executive members of ISB PGPpro'23 to organize professional development events, including guest speaker sessions, workshops, and industry panels.

Fostered a sense of community within the association, facilitating networking opportunities among students and faculty members.

Spearheaded a charity drive that raised SGD 3,000 to support a local nonprofit organization focused on financial education.

Collaborated with the university administration to establish a dedicated career resource center for banking and finance students.