



PROFILE

Highly motivated, result oriented Advisory & Strategy Consultant with extensive experience in Corporate Consulting and Relationship Management

CONTACT

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DOB:
05/06/1983

CERTIFICATIONS

Project Management Prof. (PMP)
MCSA
NCFM

SKILLS

Relationship
Management

Project
Management

Strategy

Capital Markets

Business/Marketing
Planning

KARAN MUDGAL (MBA, PMP)

BUSINESS ADVISORY & STRATEGY CONSULTANT

EDUCATION

Masters in Business Administration (MBA)

University of Pune (Indira Institute)
06/2006 – 05/2008

Bachelors in Commerce (B.Com)

University of Pune (Wadia)
07/2001 – 12/2004

WORK EXPERIENCE

Independent Advisory Professional - India and Middle East

07/2017 – Present

- Valuation and Business Implementation Projects for SMEs.
- Strategic advisory and preparing companies for fund raise.
- Credit/investment analysis for large cap loan syndication and M&A deals.
- Investment Documentation and Business Planning.
- Successfully established Private Equity/Venture Capital, Mergers & Acquisitions department for a boutique advisory firm.

Projects-

- Sourced \$150 million project finance for a well known infrastructure company
- Liaised on \$30 million bond subscription (refinance) for a PSU
- Strategic advisory & \$20 million private equity fund raise for an EPC/real estate company.
- Strategy implementation and migration of an Automobile Accessories Retail Store.
- Feasibility study for a HR solutions company in GCC.
- Strategic advisory for a publication entity in GCC.
- Sell side advisory for an architecture firm in GCC.

Bahrain Commercial Facilities Co - Consultant

07/2015 – 04/2017

- Commercial diligence, market assessment, project/investment feasibility, business plan evaluation, business strategy and planning.
- Planning, structuring and closure of funding for upcoming captive units.
- Successfully established captive logistics division resulting in cost optimization and improved control.
- Heading core business system upgrade team toward successful implementation and closure.
- Continuous improvement and strategy in organization intelligence systems.

Projects-

- Setting up of Logistics division by capital structuring and operational implementation
- Feasibility and commercial diligence of eCommerce business
- Feasibility of e-lending business
- IT project management through upgrade of core banking system
- Internal process developments and identification of new business avenues.

Springforth Capital Advisors - Principal

10/2012 – 06/2015

- Leading middle market investment banking and consulting assignments.
- Research & Analytics, Information Memorandums and assistance in negotiations, deal making and project management.
- Sourcing & execution of assignments including Debt & Equity Placements, M&A and Project Finance.
- Leading & mentoring team of analysts as part of daily company operations.
- Successful closure of six complete transactions and seven partial transactions.

OTHER PROGRAMMES AND ACCOMPLISHMENTS

- Completed a 250-hour comprehensive performance-based Leadership Development Programme by Stratecent Consulting.
- Successfully completed an intensive programme on Business Etiquette & Grooming by Mr. Minocher Patel, Founder Director, Ecole Solitaire.
- Organised simulation-based e-learning programme on large account selling built by Imparta in conjunction with INSEAD, London Business School and Neil Rackham.
- An active member of Technical Committee in college which focused on maintaining the Computer Systems, Projectors and assisting the Network Administration.
- Won a number of Sports & Business quizzes in college.
- A winning & runners-up member of school & college basketball & football teams.
- Completed a ERP course in Oracle Advanced Planning Suite (basics).
- Knowledge of Microsoft Project.

Projects-

- Debt fund raise for a Greenfield Biotech project in Telangana for a BSE Listed Company (\$10 mil)
- Private Equity fund raise for a dental care chain (\$5 mil)
- Sell out advisory for a renowned hospital in Telangana (\$4 mil)
- Business advisory for a South India based bakery chain
- Structuring advisory for a renowned tiles & slabs company
- Risk capital raise for an IT company (\$1.5 mil)
- Debt fund raise for a waste to energy project in South India (\$40 mil partial)
- Private Equity buyout of a well known hospital chain (\$50 mil partial)
- Private Equity fund raise for a CRM company (\$3 mil partial)
- Private Equity fund raise for a luxury furniture company (\$10 mil partial)
- Private Equity fund raise for a pharmaceuticals company (\$30 mil partial)
- Private Equity fund raise for a organic agro products company (\$5 mil partial)
- Private Equity fundraise for a bus ticketing company (\$10 mil partial)

Capital Code Consulting - Associate

01/2011 – 09/2012

- Evaluating new projects and conducting feasibility studies to determine financial viability of new ventures. Preparation of business plans, information memorandums.
- Successful closure of two fund raise transactions and three business advisory assignments.

Projects-

- \$ 10 mil debt raise for a wind power project
- \$8 mil debt raise for a educational institution
- Business advisory for an auto component company

New vC International – Senior Research Associate

10/2008 – 01/2011

- Profiling of Private Equity firms & deals, including General Partners, Limited Partners, and funds and their analysis.
- Provide quarterly analysis of private equity activity happening from the United States.

Convergys India – Support Engineer

01/2005 – 09/2005

- Troubleshooting and maintenance of Microsoft SBS, ISA, Exchange (2003)
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