



ARPIT BHATNAGAR

Fortune 500 Advisory | Corporate Strategy, M&A & Market Research | MBA NTU Singapore

PROFESSIONAL EXPERIENCE

YCP Solidiance, Singapore & India
Contractual Consultant

Jun 2018-May 2019

- Evaluated business opportunities for a North American Chemical Manufacturer planning to expand manufacturing operation of Polyvinyl Chloride (PVC) Formulation in India. Led 6 week feasibility study covering ~150 stakeholder interviews; developed high level expansion plan based on addressable market size, competitor strategy, and new product segments; secured additional project worth ~CAD 160,000 for similar analysis of 3 ASEAN countries.
- Conducted a 7 week onsite study of automotive lubricants market in Bangladesh for a Japanese Manufacturer aiming to improve local business presence. Led a team of 2 analysts covering 4 key regional automotive hubs; identified marketing and distribution bottlenecks and recommended changes in go-to market strategy to increase product reach.
- Led a logistic optimization study for a Thai National Oil Company evaluating exports of automotive lubricants to India. Identified transportation pain points; developed optimal routing strategy resulting in landed cost reduction by ~5%.
- Led partner search for a North American Kitchen Appliance Manufacturer seeking a national distributor to manage operations in India. Developed financial roadmap and identified 3 large target partners currently under advanced stages of negotiation.

KPMG, Singapore
MBA Winter Intern, Global Strategy Group

Dec 2017-Jan 2018

- Conducted market due diligence for a top-4 incumbent Chinese Telecom Operator planning to enter duopolistic Telecom market in Philippines. Identified investment opportunities and recommended strategic options for market entry; resultant conversion of Phase II of the project worth ~CAD 130,000 for business plan formulation.
- Supported development of financial model for valuation of Singaporean Technology startup seeking Venture Capital funding to expand business operations; collaborated with internal valuation team and delivered a 10 year projection of free cash flows.

L.E.K Consulting, Singapore
Contractual Consultant

Sep 2017-Nov 2017

- Conducted market sizing and pricing study for a Japanese Pharmaceutical Company planning to introduce medication for treatment of Inflammatory Bowel Disease (IBD) in India. Led onsite discussions with ~30 clinicians to identify addressable customer segment and optimal pricing range; resultant recommendations incorporated by the management in product launch.

Nomura Research Institute, Singapore
MBA Summer Intern, Management Consulting Division

Jun 2017-Jul 2017

- Conducted global benchmarking study for Korean Government seeking to improve performance of domestic Real Estate Investment Trust (REIT) market. Led market research to identify best practices adopted by top 5 performing countries; recommendations currently under regulatory review for incorporation in updated REIT policy.
- Evaluated investment opportunities for a Japanese Conglomerate seeking to expand existing power business in Singapore, Thailand and Indonesia. Identified upcoming commercial projects and shortlisted potential strategic partners to support country-wise expansion; resultant conversion of project worth ~CAD 130,000 for partner evaluation study.
- Led macroeconomic study for regional office of a Japanese Conglomerate targeting expansion of business in ASEAN market. Presented country-wise growth trend of industries and developed business case for seeking functional support from headquarters; secured Phase II of the project worth ~CAD 120,000 for development of integrated regional business strategy.

PricewaterhouseCoopers Private Limited, India
Associate, Mergers & Acquisitions (Part of Tax & Regulatory Services)

Aug 2014-Apr 2016

- Led implementation of group consolidation strategy for a Global Internet and Technology Investor Group aiming to merge its synergistic business operations in India. Obtained regulatory approvals and closed the merger cycle within targeted period of 8 months; resultant operational benefit of ~CAD 1,000,000.
- Developed investment model for a Japanese Conglomerate planning to collaborate with a local partner to establish cancer research hospitals in India. Negotiated terms of partnership agreement, supported setting up of local entity and obtained operational licenses within targeted financial cycle ended March 2016.
- Led implementation of business spin-off strategy for an Indian conglomerate planning to segregate electronics business for future public listing. Obtained 100% stakeholder approvals and completed the process within planned time frame of 6 months.
- Collaborated with Practice Head to identify companies in EMEA region planning to invest in India. Conducted market screening and prepared product pitch books; resultant mandate of ~CAD 55,000 for inbound investment structuring model.

ADDITIONAL INFORMATION

- Recipient of merit scholarship worth CAD 5,000 under 'NTU MBA Scholarship Program'.
- Led 25 members MBA Consulting Club as Co-Chair; organized case interview workshops, quarterly speaker series and industry networking sessions to support members seeking a career in Management Consulting.
- Engaged as a pro-bono consultant with a Singaporean start-up funded by Energy Research Institute @NTU (ERI@N); developed business plan for entry in local wireless sensor market.
- Qualified Indian Chartered Accountant's Certification in first attempt; emerged in top 3% of 32,356 candidates at final level.

PERSONAL INFORMATION

Nationality: Indian Citizen, Canadian PR
Location: Vancouver, British Columbia
Email: arpit.bhatnagar1991@gmail.com
Mobile: +1 (778) 508 7441

LANGUAGES

French (Elementary)
English (Business)
Hindi (Native)

SUMMARY

Arpit is an experienced strategy and market insights professional with a passion to solve business problems faced by companies in different industries and economies. He has worked with clients including Fortune 500s engaged in industries like Chemicals, Automotive, Consumer Durable, Telecom, Healthcare, Energy and Infrastructure. He has successfully led projects focused on business challenges such as market entry assessment, competitive intelligence, growth strategy, commercial due diligence, investment structuring, partner search, corporate mergers and spin-offs.

His strong business acumen combined with sound market research, financial modelling and project management skills enables him to support C-suite executives in implementing critical business decisions. Having spent time in India and Singapore, he has developed the ability to embrace cultural diversity and integrate seamlessly into global teams while fostering positive relationships with all stakeholders.

In his leisure time, he likes to learn about different cultures and has traveled across 12 countries.

EDUCATION

2016-2018
Master of Business Administration
(General Management Track)
Nanyang Technological University,
Singapore
CGPA: 4.3/5.0

2009-2014
Chartered Accountant
Institute of Chartered Accountants of India
Practical Training (2011-2014): KPMG, India

2009-2012
Bachelor of Commerce (H)
University of Delhi, India

PROFESSIONAL MEMBERSHIP

Associate Member (Apr 2014 -Present)
Institute of Chartered Accountants of India

LinkedIn:
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