

SUMMARY

Mr. Nitín Verma is a water and wastewater water treatment expert, with dual engineering and MBA finance background. He has 15+ years of engineering and management experience in multi-disciplinary and international environments. Mr. Verma's main areas of expertise are: planning, design, engineering and project management of water and wastewater infrastructure projects, master planning water & wastewater utilities for cities and municipalities, business development, privatization of water infrastructure assets, specifications and term sheets for developing infrastructure projects on Public-Private-Partnership (PPP) mode, as well as origination and due diligence of clean energy and clean technology transactions, private equity investment in infrastructure.

Project countries: USA, India, Sri Lanka, Bangladesh, Singapore, UAE, Nigeria,

EDUCATION

2009 – 2010	INSEAD MBA Class of July 2010	France/Singapore
2003 – 2005	Virginia Tech Master of Science (Environmental Engineering) GPA: 3.9/4.0	United States
2009 – 2010	Delhi College of Engineering Bachelors in Civil Engineering Consistently ranked in the top 10% of the class	India

EMPLOYMENT RECORD

2016 – till date	2030 Water Resources Group (World Bank Group) Technical Expert – Water Technologies & Project Finance	India
2016 – till date	Orgzit.com (P3 Info Tech Solutions Pvt. Ltd.) Co-Founder	India
2014 – 2017	SustainAsia Pvt. Ltd. Partner and Managing Director	India
2010 – Till Date	Spans Envirotech Pvt. Ltd. Director	India
2010 – 2014	Infrastructure Leasing & Financial Services (IL&FS) Specialist – Water Infrastructure & Project Finance	India
2005 – 2009	Carollo Engineers Project Engineer	United States
2003 – 2005	Virginia Tech Research Assistant	United States

PROFESSIONAL EXPERIENCE

Leadership and Strategy

- Founded Orgzit.com – a SaaS technology business productivity product company. Leading the product management and business development functions, built the foundation team of 6 people for core functions including technology, marketing and sales.
- Responsible for managing and developing the Indian sub-continent business operations for SustainAsia. Developed and presented business proposals, leading to multiple project wins
- Partnered with engineering and young cleantech companies and investors to establish and enhance cross-border technology transfers
- Led strategy and business development teams for technology firms in the water and wastewater treatment and other environmental infrastructure space in India
- Identified and qualified eligible private sector investors and promoted a public-private-partnership (PPP) for a private equity structured fund-of-funds managed by a leading European financial institution, facilitated the due diligence process until financial close

Operational Consulting

- Provided technical and project development assistance to 2030 Water Resources Group (IFC/World Bank group) for promoting tributary approach for river rejuvenation
- Provided advisory services for one of India's first and largest water supply project. Carried out analysis of the utility's technical and financial performance and provided strategic and financial structuring solutions for the implementation of the water supply project on PPP basis
- Strategic advisory & execution consulting services for both preparation of competitive public tender and post award execution for the design, build and operation (10 years) of the first Waste Electrical and Electronic Equipment (WEEE) treatment and recycling facility in Hong Kong
- Led teams for providing technical due diligence services for a large wastewater recycling projects in both urban and industrial sectors in India and USA
- Worked with oil refineries and water utilities to develop strategic alliances for cleantech-water, wastewater and energy use optimization for long-term sustainability

Public Sector Policy Making

- Strategic advisory services for preparation of business plan for a Government of India promoted water infrastructure focused investment fund for creating a sustainable financial mechanism for

- promoting clean-technology in the water resources management and irrigation projects
- Prepared a concept note for Ministry of Environment and Forests (MoEF) suggesting innovative mechanisms for enhancing public-private partnerships in implementing waste and wastewater treatment projects in the Ganga river basin
- Developed State Water Mission Documents, Water Policy, Water Act for the State of Meghalaya
- Proposed sustainable project delivery structures for packaging and implementation of rural roads project on a PPP basis to Ministry of Rural Development (MoRD) under the PMGSY (Pradhan Mantri Gram Sadak Yojna) scheme

Engineering & Analytical Skills

- Design & engineered over 100 water and wastewater projects for industries and municipalities
- Led teams of engineers to successfully construct and deliver 40+ green field water, wastewater treatment and reuse infrastructure projects.
- Provided engineering consulting and advisory services for conducting technical and business due diligence for over 50 water infrastructure projects for investments
- Performed detailed risk analysis and developed asset management plans for cities and municipalities to provide decision-making frameworks for budgeting and maintenance that helped them reduce capital and operating costs by \$2M annually
- Structured various infra projects to create appropriate systems and implementation mechanisms (such as BOO, BOOT, DBO, DBFOT etc.)

CERTIFICATIONS AND PUBLICATIONS

- Certified Professional Engineer (P.E.) in USA
- Leadership in Energy and Environmental Design (LEED) Accredited Professional
- Certified Blue Ocean Strategy professional
- Published and presented >15 technical papers, journal & magazine articles on advanced and innovative technologies for water reuse and renewable energy, sustainable infrastructure development, policy discussions at various national & international conferences and forums

PERSONAL INTERESTS

- Tennis, squash and golf
- Technology enthusiast