

# CV NEWSLETTER



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**Indo-French Chamber of Commerce & Industry's  
HR & Recruitment Services Department  
presents its  
Exclusive CV Newsletter**

**This edition of the Newsletter focuses exclusively on  
Senior P&L Leaders**

**This document showcases a selection of Candidate profiles received by IFCCI in the past 90 days.**

**To inquire about a specific candidate, kindly write to Ms. Apoorva Sharma, Assistant Manager - HR & Recruitment Services at [apoorva.sharma@ifcci.org.in](mailto:apoorva.sharma@ifcci.org.in) referencing their brief resume.**

**IFCCI boasts a database of over 7500 candidates, and our dedicated HR & Recruitment team offers end-to-end support for all your hiring needs.**

**To avail our recruitment services, reach out to Ms. Jyotsna Mansukhani, Head - HR & Recruitment Services, IFCCI at [mansukhani.j@ifcci.org.in](mailto:mansukhani.j@ifcci.org.in)**

**IFCCI HR & Recruitment Services**

**Our Terms & Conditions**

**Success Fees applicable on hiring Candidates presented in this Newsletter**

**Member Companies - 12% of the  
Annual Salary Package of the Candidate**

**Non-Member Companies - 15% of the  
Annual Salary Package of the Candidate**

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# Head, P&L Management, Food & Agriculture

**Experience in years: 10+**

## ***Educational Qualification:***

- *PhD from University of Bordeaux*
- *BFC from INSEAD*

**Current Location - Chennai  
Preferred - Bangalore, Mumbai or Pune**

**Other Career Fields - Nutraceuticals,  
Biopharmaceuticals**

**Languages - French, English, Tamil,  
Hindi**

**Nationality - Indian**

## ***Profile Summary:***

*I have 10+ years' experience in building businesses, driving growth and establishing a brand in both India and France across multiple sectors: healthcare biotechnology, nutraceuticals and agriculture. I have been responsible for complete management of business including P&L, strategy, and execution. I come with a dual competency of scientific and business expertise from the University of Bordeaux and INSEAD, and strong cultural understanding of both France and India.*

## ***Two Key Achievements:***

- *Built the Indian subsidiary for a French MNC from zero to 80+ employees overseeing end-to-end operations*
- *Founded and ran two start-ups in Indian and France across diverse sectors*

# Business Development, Partnerships & Account Management, Deal closing

Experience in years: 20+

## Educational Qualification:

- *MBA, Ecole Nationale Des Ponts et Chaussées*
- *PG Diploma in Digital Business from Emeritus Institute of Management (M.I.T Sloan & Colombia Business School Collab)*

Current Location - Singapore  
Preferred - Delhi

Other Career Fields - Global Go-to-market Strategy, Program management, Client relations, international cross-functional team collaboration

Languages - English, Notion of French

Nationality - Indian

## Profile Summary:

*In my current GTM role at a global tech company in Singapore, I have successfully leveraged my media and luxury retail expertise to grow my APAC client portfolio by XX% within a year of joining. My strong background in business development, branded content monetization, and consultative sales has honed my skills in stakeholder management, closing high-value deals, and driving revenue growth with innovative, scalable solutions.*

*With expertise in both B2C and B2B segments, I've forged key partnerships that have built scalable businesses across platforms, delivering win-win solutions. I maintain direct client availability and have secured high-value deals. I co-own initiatives and ensure the successful implementation of time-sensitive projects, driving repeat business and revenue growth.*

*My experience spans global tech, media, and luxury retail giants, with extensive work in French organizations, making me well-versed in French work culture. I bring a global perspective, developed through collaboration with cross-functional teams across time zones, and excel in prioritizing, navigating ambiguity, and solving complex problems. My ability to build strong relationships and influence C-level stakeholders has been instrumental in achieving organizational goals.*

*In leadership roles, I have successfully built, led, and mentored teams, adapting to fast-paced, complex environments with ease. My sales training modules have been scaled globally and my growth-oriented mindset is reflected in my contributions across diverse industries.*

## Two Key Achievements:

- *In my current role I have achieved an overall portfolio growth of XX% within one year of transitioning to a new country, role, and skill set, driving triple-digit and double-digit growth in P0 markets, arresting declines in other regions, and significantly increasing contribution to global revenue by X%*
- *As the first employee of a French luxury brand in India, pioneered the India launch and later driving sustainable initiatives and revenue growth for two global French media houses in the Indian market, growing revenue by xx%.*

# Leadership, Strategy, Operations, Sales

**Experience in years: 26**

## ***Educational Qualification:***

- *Bachelor of Business Administration: Narsee Monjee*
- *Sodexo CLIMB & SoFocus – Leadership development programs*

**Current Location - Mumbai**  
**Preferred - Mumbai (travel/hybrid possible)**

**Other Career Fields - Digital, Project Management, M&A, Chief of Staff**

**Languages - English, Hindi, Marathi**

**Nationality - Indian**

## ***Profile Summary:***

*Versatile business leader with 26 years of experience, including 15 in leadership roles across both Fortune 500 companies and PE-backed startups. I excel in business transformation, strategy, and have experience in driving growth across diverse industries such as hospitality, childcare, and retail among others. My ability at leading cross-functional teams and collaborating on complex, cross-border projects has consistently delivered measurable results and operational excellence.*

## ***Two Key Achievements:***

- *Rebuilding Babilou-Family's India business post pandemic. After a prolonged COVID shutdown led the business and team recovery to transform the business with better financial results and KPIs than pre-pandemic.*
- *Worked with the Segment Operation Heads in Corporate, Healthcare, Education and Oil&Gas at Sodexo to build and execute specific strategy plans which doubled the revenue and tripled the EBITDA over 5 years*

# Operations and Asset Management

**Experience in years: 26**

## ***Educational Qualification:***

- *Bachelor of Hotel Management*
- *eCornell : Certificate in Marketing*
- *eCornell : Competitive Advantage and Profitability*

**Current and Preferred Location -  
Delhi**

**Other Career Fields - Hotels, Retail,  
Real Estate**

**Languages - English, Hindi, Punjabi**

**Nationality - Indian**

## ***Profile Summary:***

*Seasoned hotelier and asset manager with deep expertise in launching and managing luxury properties. My experience spans luxury business hotels, upscale resorts, premium spas, and a signature golf resort, with a strong ability to navigate diverse markets in India and the UAE.*

*After two decades in hospitality, I transitioned to real estate, where I led large teams to drive customer excellence initiatives for India's largest real estate conglomerate. With over eight years in asset management, I managed 34 million square foot of Grade A offices, high-end retail space and ultra premium residences.*

*As the Business Head managing P&L for a real-estate organisation, I have a proven track records of revitalising underperforming assets and positioning new properties as market leaders. I excel in P&L management, building high-performing teams, and driving customer acquisition and retention. My skills include executing sales strategies, vendor negotiations, and managing key stakeholder relationships.*

## ***Two Key Achievements:***

- *Experienced Hotel Operator & P&L Manager, having worked in all regions in India, I have opened hotels in most competitive markets and managed to position them as market leaders for various esteemed hospitality brands across diverse markets.*
- *In the realm of real estate, while managing a 34 million square foot asset portfolio, I increased annuity income collections by 8%, boosted outdoor media site revenue by 48%, and achieved cost savings of approximately USD 4.7 million.*

# Marketing and Brand Management

**Experience in years: 20**

## **Educational Qualification:**

- *Masters in Digital Marketing*
- *Post Graduate Program in Marketing and Brand Management*
- *Post Graduate Program in Management Studies*
- *Bachelors in Management Studies*

**Current and Preferred Location -  
Mumbai**

**Other Career Fields - Growth Management,  
Employer Branding, E-commerce**

**Languages - English, Hindi, Marathi,  
Konkani**

**Nationality - Indian**

## **Profile Summary:**

*20 years | 9 countries | 5 sectors | 22+ brands | 44+ store launches | 2 e-commerce platforms | 1 startup*

*I am a global marketer with cross-industry experience in marketing communications, brand conceptualization and management. I have worked for multiple sectors - financial services, luxury and value retail, media publications and I have a strong ability to adapt my knowledge to different sectors.*

*My key strengths as a marketing professional are my experience and ability to work comfortably with both mediums; traditional (ATL, BTL) as well as digital media which includes content management and martech tools to monitor performance.*

*I have a demonstrated competence in leveraging data analysis to understand customer behaviour and create campaigns that enhance customer experience and maximize ROI.*

*I am skilled in leading teams and driving strategic growth across diverse markets*

## **Two Key Achievements:**

- *Achieved the highest sales ever (since mall inception) - Rs. 1,350 million; a 26% increase (LFL) through unique Diwali campaign launch in Oct 2019 - RCity Mall, Runwal Group - India*
- *Generated incremental revenue of AED 9 million in 5 months, using targeted CRM initiatives in 2018 - Homebox, Landmark Group - UAE*



# Intrapreneurship & Operations

**Experience in years: 13**

## ***Educational Qualification:***

- *MSC in Entrepreneurship and Innovation at EM Lyon Business School (France), Purdue University (USA) and Zhejiang University (China)*

**Current Location- Bangalore  
Preferred- Bangalore, Chennai**

**Other Career Fields - Project  
Management & Business Development**

**Languages - French, English, Spanish,  
Tamil**

**Nationality - French, OCI card holder**

## ***Profile Summary:***

*I am a Franco-Indian Business Manager, a graduate of EM Lyon Business School, with 13 years of professional experience, including 8 years of entrepreneurial work in the Sports, Hospitality, and Food industries in India.*

*Throughout my career, I have built a strong professional network and demonstrated a proven ability to launch and scale startups in India, particularly in the Sports and Fast Food sectors. Additionally, I have successfully led multicultural teams of up to 15 employees and gained valuable cross-cultural work experience in India, China, the Philippines, and the USA.*

*As an OCI holder based in India, I am fluent in French, English, Spanish, and Tamil. I am currently seeking a new opportunity with a French company, with a preference for operating from Chennai or Bangalore—cities where I have previously worked successfully. I am also open to relocation.*

## ***Two Key Achievements:***

- *Successfully scaled two startups in India across different sectors, expanding up to 10 branches.*
- *My entrepreneurial journey in India led to my nomination as one of the top 5 finalists for the EM Lyon Alumni Entrepreneur of the Year 2019 (45,000 EM Lyon alumni)*

# Senior Business Strategy and Client Manager

**Experience in years: 17+**

## ***Educational Qualification:***

- *MA (Information Systems Management from Sciences-Po Paris)*
- *BA (International Studies & Political Science), Johns Hopkins University, Baltimore, USA*
- *IB Diploma from International School Manila, Philippines*

**Current and Preferred Location -  
Delhi**

**Other Career Fields - Market Entry Consulting,  
BU Management & Cross-border Client  
Management**

**Languages - French (fluent), English,  
Hindi, basic Spanish**

**Nationality - French, OCI card holder**

## ***Profile Summary:***

*Franco Indian Business leader with 17+ years of global, multi-industry experience in solving business challenges around people, performance and technology.*

*My core skillset includes Market Entry Consulting, Cross-border Client Management, Partnerships Development. In my role as the Country Head for an European Market Entry Firm, developed the new services for Advisory. Developed the Aerospace & Defence vertical from scratch by bringing in several clients as well as establishing relationships with Defence OEMs, Consistently achieved annual profit and revenue targets and managed a business of 2M EUR/year along with a team of 15 employees. Personally managed high-level client relationships with over 15 French companies*

## ***Two Key Achievements:***

- *Drove \$500k worth of new business and renewal sales with C-Suite & Enterprise customers across IT, ITES, Telecom, & Natural Resources sectors.*
- *Partnered with a range of Fortune 500 IT, ITES, and telecommunications companies to mutually define their talent objectives and provide extensively tailored solutions*