**Kedar**

Email: kedar.370352@2freemail.com

**PERSONAL PROFILE**

Real Estate Professional, with more than 6 years of total experience across Real Estate Capital Markets, Investments, Advisory, Marketing and Business Development. Possess strong practical experience in all aspects of Real Estate like Finance, Investments, Land, Development and Strategic Planning. Well-organized, analytical thinker with effective interpersonal skills, I seek an opportunity with an organization, which would utilize my skills and experience and offer me excellent opportunity for professional and personal growth.

**PROFESSIONAL EXPERIENCE**

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| --- | --- | --- |
| **Jan’17 – Till Date** | **Cushman & Wakefield** |  |
| Mumbai | **Senior Manager, Developer and Investor Services** |  |
|  |  |
|  | Key focus areas in the capacity include focus on following transactions |  |
|  | Equity, debt and structured capital raisings for Developers |  |
|  | Investment Sales- of Pre-leased rent generating assets |  |
|  | Land, Joint Venture & Joint Development for landowners & developers |  |
|  | Primary responsibilities are business development, transaction management including |  |
|  | negotiations, execution, due diligence and closure. Crucial work includes preparation of |  |
|  | pitch/proposals, financial modeling of opportunity, and undertake structuring of transaction |  |

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| **Jan’16 – Jan’17** | **Posiview Realty Advisors LLP** |  |
|  |  |
| Pune | **Partner** |  |
|  | Key responsibilities in the capacity include focus on following transactions |  |
|  | Capital Markets- Equity and debt capital raisings for Developers |  |
|  | Investment Sales- of Pre-leased assets |  |
|  | Land, Joint Ventures & Joint Development transactions for landowners & developers |  |
|  | Feasibility and best use studies for developers |  |

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| --- | --- | --- |
| **Jul’13- Dec’15** | **Jones Lang LaSalle India Pvt. Ltd.** |  |
|  |  |
| Pune | **Manager, Capital Markets** |  |
|  | Key responsibilities include |  |

Equity and debt capital raisings for Developers- prepare pitch presentations and market opportunity to institutional and HNW investors.

Restructuring of existing debt including repositioning strategies

Transaction negotiations, execution, due diligence and closure, including for portfolio acquisitions and disposal

Preparation of proposals, financial modeling, structuring of transaction and ensure its closure Market Intelligence, conduct market studies, best use and feasibility studies

Ensuring timely completion of projects and transactions with special emphasis on quality

**Jun ’12 – Jul’13**

Pune

**Jan’09 – Jun’ 10**

Pune

service delivery; and follow-up receipts of professional services for the same.

Assist Local Director in the day-to-day management, strategy planning for future business and performance of the division.

**Kolte-Patil Developers Ltd.**

**Senior Executive - Business Development**

Primary role included developing relationships with individuals and companies for strategic tie-ups for several residential projects by Kolte-Patil Developers especially the Township ‘Life Republic’ at Hinjewadi, Pune.

Initiated discussions with several companies for exclusive Branding Tie-ups for Sports and Fitness, Wellness and Leisure facilities, Health-Care, Branded Residences, Concierge, F&B, Facility Management, Banks & ATMs and Retail Brands.

Preparing Cash Flow models for proposed projects and Real Estate Research related to specific topics also comprised a major responsibility.

Part of the core team that tracked of progress of various on-going and upcoming projects. Was responsible for preparing construction MIS on a weekly and monthly basis and update the management about the same.

**Vedant Developers**

**Assistant Manager, Marketing**

Generated prospects, followed-up for sales and closed sales

Managed customer relationship management (CRM) team with focus on increasing customer accountability

Coordinate with construction department for updates on project completion and accordingly follow up with property buyers for payments as per payment schedules

Designed and implemented marketing plans and strategies as per project and business needs

**ACADEMIC PROJECTS**

**Feb’11 – Mar’11** **Economic and Business Analysis for Possible Acquisition of Silverburn Shopping Centre,**

Glasgow **Glasgow and St Enoch Centre, Glasgow in property portfolio**

Carried out in-depth analysis of the UK & Scottish economies as well as influences of current &

future economic trends on retail property and on prospective acquisition of respective shopping

centres in property portfolio

Results The in-depth analysis gave an insight of present and prospective future economic conditions and

property markets and robust and positive signals for possible acquisition of Silverburn Shopping

Centre in property portfolio

**Apr’11 – Jul’11** **Impact of Money Market Liquidity and Financial Markets on UK commercial property**

**Yields**

It is a dissertation project which involved modelling and forecasting of UK commercial property

with respect to changes in money market liquidity, commercial rents, UK gilts and equity

markets.

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| Results | The assignment needed extensive review of literature on liquidity and risk-return models and |  |
|  | techniques of modeling for asset like gilts, equities and property. A multi-equation regression |  |
|  | model in logarithmic differences explained thirty-two percent of movements in UK commercial |  |
|  | property |  |
| **EDUCATIONAL QUALIFICATION** |  |
| **2010 – 2011** | **Masters of Real Estate (Specialisation in Finance & Investment)** |  |
| Glasgow, UK | University of Glasgow, Glasgow |  |
|  |  |

**2007 – 2009**

Pune, India

**2003 – 2007**

Pune, India

**ACHIEVEMENTS**

**OTHER DETAILS**

**MBA (Specialization in Marketing)**

Pune University, Pune.

**Bachelor of Science- Electronics (B.Sc. Electronics)**

Pune University, Pune, India.

Student Representative for MSc Real Estate Class 2010 - 2011.

Won 1st Group Prize for University of Glasgow Stock Trading Competition

Date of Birth: 17th July 1985 Marital Status: Married