

# NAIMISH DAVE

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## Summary:

*A Strategy and Performance Improvement Professional with over thirty five years of experience across domains with greater emphasis on consumer goods, agri-business and engineering goods.*

*Since 2019, CFO and Executive Director at Aarkay Group of Companies – in the Energy Sector with presence in India and the Middle East.*

*Prior to that, Owner-Director at Avalon Consulting for three decades providing solutions to business problems across a range of functional areas - corporate strategy, customer relationship management, sales & distribution strategy, and performance improvement.*

*Co-promoted Avalon Global Research, which is now an independent company and Ugam Solutions, a data analytics firm which was acquired by Dentsu Aegis in 2019.*

*Engineer (Mechanical) MBA (Marketing)*

## Professional Experience:

### Aarkay Group of Companies (Since Nov 2019)

#### **CFO & Executive Director**

Managing the Finance and Strategy functions including budgeting, management accounting, cashflow management, statutory requirements, taxation, sourcing of funds, financial planning. In addition, overseeing new initiatives, business strategy and long term business plans.

### Avalon Consulting (July 1989 to Oct 2019)

#### **Partner and Executive Director**

Helped in transforming a young company of about 10 professionals, into a self-sustaining group of companies of over 3000 professionals. I was made a partner in the shortest time of 5 years in '94. Over the years, my role covered business development and execution, developing practices, identifying new opportunities for growth, IP development and managing human resources.

Domains covered included Consumer & Retail, Agribusiness and Engineering Goods. Functional areas included Strategy, Performance Improvement, Customer Relationship Enhancement, Sales and Distribution, and Commercial Due Diligences

Client companies included Tata Chemicals, Coromandel Ltd. Aditya Birla Group, Reliance Retail, Taj SATS, Tata Consumer Products, Zuari Agro, DCM Shriram, Panasonic, Nitco, VST, Shell, Compass, Vedanta, Danfoss, Kirloskar Industries, Ruchi Soya, Priya Foods, Jubilant Life Sciences, Danone, Deepak Fertilisers, Jubilant Foodworks (Dunkin Donuts), Groupe Bel (Laughing Cow), Everstone, Seedworks, Weetbix, La Poste, C&A, and Volvo Construction Machinery

### Tata Motors (June '86 to May '87): Trainee Engineer

## Insights published

- ◆ 'Making it Click : Cracking the Indian retail market, the online way'
- ◆ Several insights based on analysis of the Consumer Goods sector in India – "Working up a Six Pack", 'Recalibrate to Win', 'Big Pie – Bigger Bite', 'Winning Strategies for a Smoother Ride'
- ◆ 'Consumer Goods – A Rough Guide to India'
- ◆ 'Tailoring Relationship Initiatives to Customer Needs'
- ◆ 'Competitive Advantage through Distribution & Logistics'
- ◆ 'Getting the best out of your Channel Partners'

## Other achievements:

- ◆ Have lectured at forums organized by AIMA, CII, and several management institutes. Invited as member of the Jury Panel for competitions by several management institutes, the Tata-NEN 'Hottest Startup of the Year' Awards, and the India Innovation Challenge by DST and Texas Instruments

## Education:

**SP Jain Institute of Management and Research – MBA (Marketing)**

**Mumbai '89**

**VJTI, Mumbai University – Bachelor of Engineering (Mechanical)**

**Mumbai '86**

## Personal information:

Born on 3rd September 1965, I am married and have two children (ages 28 and 26). Am passionate about teaching, reading and music

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