

PANKAJ BHATIA

A Computer Engineer by Degree graduated with the highest Honours i.e. First Class with Distinction from Manipal Institute of Technology (Mangalore University) in 1993 and one of the few to obtain First Class with Distinction in all four final semesters. Was awarded the first prize in the technical paper writing contest by the computer society of India. He also has a Certificate in Export Marketing and Documentation from Fore School of Management, New Delhi. Obtained an in depth analyses of export policies and procedures along with case studies.

A multi faceted personality with leadership qualities, Alumni of Modern School Barakhamba Road, New Delhi, not to be outdone in extra curricular activities, he was the President of the Debating and Dramatics Society and consistently won awards for extra curricular activities.

He has gained invaluable experience in exports over the years as Partner in firms exporting high quality Basmati rice from India. In depth knowledge of the production processes such as milling, grading and sorting along with strong analytical skills. An export marketing strategist with thorough knowledge of export policies, compliances, Government procedures and documentation. Led export marketing initiatives in various countries especially the U.K.

He was CEO of a Private Limited company at Colombo, Sri Lanka. Negotiated a challenging venture manufacturing and marketing Plywood and Solid doors at the manufacturing facility near Colombo. Made it a multiproduct company by importing and trading in ceramic tiles, exterior concrete tiles and bathroom fittings from around the world. Professionalised the entire distribution network across the island of more than 50 dealerships. Chief architect in making the products well known brands through innovative promotional campaigns.

He has developed a strong core competence in investment and asset allocation and management as a diversification and growth strategy. Is also CEO of I.B International Solutions offering professional consultancy services in India and abroad on portfolio diversification and management, Real estate investment analyses and research both in India and upcoming potential markets abroad. Also through IBI's network offers customized solutions on new alternate investment options such as REMF's and REIT's. Has a marketing office in Manchester U.K for international operations.

He has Strong understanding of Sales Operations including: contract review & negotiation, forecasting, order management, pipeline management, credit management, and the latest revenue recognition rules.

Firmly believes in upholding the highest moral values and ethics in Business and personal life.