

Pankaj Bansal

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Key attributes

- An entrepreneur (17 yrs) with extensive corporate experience (6 yrs) in real estate business
- Skillsets – value engineering, construction technologies, project development, regulations, project planning, project management, rental leasing, cost budgeting, contract management, FSI optimisation, revenue efficiency, land purchase and title, pre-engineered buildings
- Varied experience with primary responsibility in
 - Built-to-suit leased Industrial property (Jaiselmer)
 - Large scale, premium Commercial (Mumbai)
 - Logistics & Warehousing Parks (Gurgaon, Bhiwandi, Ahmedabad, Nagpur)
 - Industrial factories/parks (NOIDA, Gurgaon, multiple)
 - Hydro power project (Kullu)
 - Office & Retail Interiors (several)
 - Residential (several)

Professional experience

Entrepreneurial pursuits since 2012

- Built-to-suit rotor blade manufacturing factory, Jaiselmer for Suzlon Energy Ltd – 2014-2015
 - Conceptualised, developed, financed, built, fully owned by Pankaj, leased to Suzlon Energy limited since January 2016 with lock-in period of 9 years – project capex Rs 26 cr
 - 18 acre facility with approx. 200,000 sq ft constructed area
 - Concept to commissioning in-house- land identification to leasing
 - Construction debt and lease rent discounting facility from SBI for 10 years
- CEO of 10 MW hydro power project in Kullu, Himachal Pradesh – since 2014
 - Took charge of a troubled under construction project when the owners replaced the earlier project team
 - Very challenging project with challenging local environment
 - Project redesign, replacement of contractors, local environment management, dealing with labour unions, government authorities
 - Expected commissioning by November 2017
- Design & Project management of Parts Distribution Center (warehouse) of Volkswagen at Gurgaon (167,000 sq ft)
- Variety of other projects as consultant, turnkey contractor
 - Industrial factories in NOIDA (200,000 sq ft)
 - Residential Housing in Gurgaon (600,000 sq ft)
 - **Legendary Cricketer MS Dhoni's farm house in Ranchi (22,000 sq.ft., 5 acres)**
 - Fashion Park (Industrial - Garments) in Ranchi (28 acres)
 - Garments factory at Noida (200,000 sq.ft.)

Chief-Projects (Warehousing) at Milestone Capital Advisors Ltd (Dec 2008 to April 2012)

- Milestone is a leading real estate focussed private equity fund
- Projects and responsibilities:
 - Logistics Park in Dharuhera (66 acres) – design, approvals, construction, leasing
 - Warehouse in Ahmedabad (900,000 sq.ft.) – design, approvals, construction, leasing
 - Warehouse in Bhiwandi (1000,000 sq.ft.) – overseeing construction and budgeting
 - Nagpur Zero Mile commercial project (80,000 sq ft) - overseeing construction and budgeting

Senior Vice President, Indiabulls Real Estate Ltd. (Feb 2007 to Nov 2008)

- Project in-charge for the marquee One Indiabulls Centre (Jupiter Mills) and, Indiabulls Finance Center (Elphinstone Mills) at Lower Parel, Mumbai involving a total of 6.5 mn sq.ft. of office and retail space
- In-charge of the design & technical team handling designs of its roll out of multi-city wholesale stores across India as part of the new initiative at Indiabulls Wholesale Ltd.
- Responsibilities handled:
 - Setting up team for quality, safety and planning & design from scratch.
 - Restructuring and turning around the RMC division of IBREL from loss to profits.
 - Leading the interaction with leading property consultants – CBRE & JLLM for maximizing revenue efficiency as well as marketing of the buildings.
 - Marketing related interaction with the tenants related to project quality, building efficiency, construction timelines etc.
 - Leading the team for developing guidebooks, fit-out manuals, etc for tenants and for minimizing the operating cost of the buildings.
 - Construction planning re-engineering to achieve reduction in erstwhile 21-day-a slab pace to 8-day-a-slab pace for the above projects.
 - Vendor management, trouble shooting and value engineering of the projects. Achieved material reductions in costs and improvement in building quality and value.
 - Independently handled many negotiations and renegotiations with vendors of multi-crore supplies to these projects and achieved very significant cost savings.

Entrepreneurial pursuits 1994 to 2007

- Architect, consultant, turnkey contractor for a variety of projects – largely in and around Gurgaon
 - Residential – individual homes, apartment complexes and farm houses
 - Auto ancillary, packaging, garment factories
 - Car warehouse, training centres, Data Centres
 - Hospitals, nursing homes
 - Temples, pilgrim guest houses
 - Retail malls, shopping complexes
 - Office and residential interiors

Professional Qualification/Personal

Bachelor of Architecture from the Sushant School of Art & Architecture, Gurgaon, India- 1994

Languages
English, Hindi

Date of Birth
28 June 1971