

# Himanshu Godara

## Director - Inbound Advisory Services



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Himanshu Godara is a Director, Inbound Advisory Services (FDI and Start-ups), at KNAV. He is based out of the Mumbai office.

### Professional Experience

- Himanshu has proven expertise and experience in supporting foreign multinationals in entering and growing business in India - right from identification of high-value business opportunities, preparing and executing a strategic roadmap (both from organic or inorganic routes) to commencement of actual business operation.
- He has supported leading multinationals in conducting comprehensive market study, customer and competition analysis and identifying potential business partners (distributors, suppliers and contract manufacturers).
- He has advised Indian and foreign multinationals on various process improvement projects with the objective to increase profitability and productivity.
- He has supported multinationals in their greenfield set-up projects in India, covering feasibility study, location planning, land allotment, government incentives to end-to-end project management support.
- He also works closely with trade bodies and chambers from the top FDI countries to support their member companies in doing business with India.
- He is well connected with the FDI ecosystem (Government Agencies, Trade Bodies and Chambers, Banks, Law Firms, HR Firms, Real Estate Firms, etc.) in India and abroad to provide his clients a seamless and easy entry to the Indian market.

### Others

- He is a frequent speakers at international conferences and seminars on Indian economy, business trends and opportunities.
- He is also a full stack developer with a good understanding of JAVA, HTML, SQL, JavaScript and other technologies. Hands-on experience in dealing with business issues along with programming skills and technical know-how provides him an extra edge to solve business problems creatively and innovatively.

### Education

- MBA – Indian Institute of Management, Indore (IIM-I)
- B. Tech – Indian Institute of Technology, Roorkee (IIT-R)

### Clientele

- Multinationals and Indian Corporates in Automotive and Auto Components, Healthcare, Manufacturing and Trading.