



Vaibhav Manek

Partner



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Education

- Executive education at **Harvard Business School** on “Private Equity & Venture Capital” and “Leading Professional Service Firms”
- **Chartered Accountant** from the ICAI
- **US Certified Public Accountant**
- Accreditation in Business Valuation from AICPA
- Chartered Global Management Accountant
- Masters Degree in Commerce, Mumbai
- Drucker curriculum – management training from Drucker Institute, Drucker School of Business

Clientele

- **Owner-managed, entrepreneurial,** businesses, including small and medium enterprises
- Leading Indian Businesses (**including MNCs**) in FMCGs, Pharmaceuticals, Technology (IT, Business Intelligence, Software Services, Products, BPOs, Call Centers and other Technology Companies), Media & Entertainment, Textiles, Consumer, Forging and Industrial products.

Vaibhav is a co-founder and Partner leading Business Advisory Services and is based out of the firm’s Mumbai office.

Professional Experience

- 28 years of international experience driving businesses for their organization development, value unlocking, strategic growth, financial planning and fund raising.
- Board advisor to several multinational companies.
- Leads Business Advisory Services (Business planning, ‘M & A’ transaction advisory, capital raise, valuations, feasibility reviews, project reviews and many more) and CAS Practice for the firm providing virtual CFO leadership to management teams and founders.
- Developing master business plans for growing clientele, assisting in organic growth internationally and in setting up businesses in various countries.
- Helping businesses raise capital, with focus on Technology, Consumer, Media & Entertainment, Pharma & Healthcare sectors.
- In the past he has been involved in providing transfer pricing services, international tax services, international assurance and accounting advisory services to leading Indian business houses, Entrepreneurial Start-ups and MNCs.
- Assists local and national institutes/ charities/trusts/societies, supporting them in their developmental work in an honorary capacity.

Thought Leadership & Service

- Board Member of Allinial Global for EMEIA region for 2021-2024, a \$4.1 Bn organization globally in over 85 countries.
- Member of Managing Committee of BCAS for 2019-2022 and member of several other committees over the years
- Member of **Professionalism Committee of Institute of Actuaries of India**
- Served as the Honorary Vice President of the Drucker Society in Mumbai
- Author of the BCAS book “**CA Firm of the Future**” and thought leadership articles on the profession for Bombay Chartered Accountants’ Society (BCAS)