

Saurabh Gautam

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Management professional with 15+ years' experience across Corporate Regulation, Public Policy Formulation & Implementation, Business Strategy, and Marketing in Government, Retail and Shipping sectors

Professional Experience

- **Indian Corporate Law Service (ICLS)**, Civil Services 2012 batch **December 2012 onwards**
Corporate Law, Regulation & Facilitation **Ministry of Corporate Affairs (MCA), Government of India**
- **Deputy Director (Insolvency)**, MCA, New Delhi **December 2020 onwards**
- **Assistant Director (Insolvency)**, MCA, New Delhi **May 2018 to December 2020**
 - ✓ Involved in complete **life cycle** of **policy formulation** – right from research and drafting of **Cabinet Note** proposal to the passing of the **Act** by the **Parliament** and/or promulgation of the **Ordinance** by the President
 - ✓ Coordinated with Finance Ministry (**FM**), Department of Economic Affairs (**DEA**), Department of Financial Services (**DFS**), Insolvency and Bankruptcy Board of India (**IBBI**), Reserve Bank of India (**RBI**), Foreign & Commonwealth Office (**FCO**), World Bank Group's International Finance Corporation (**IFC**) and other stakeholders on functioning and implementation of **Insolvency and Bankruptcy Code 2016 (IBC)**
 - ✓ Instrumental in drafting chapter on **Cross-Border Insolvency** for inclusion in IBC
 - ✓ Instrumental in improving **India's rank** in Resolving Insolvency from 108 to **52 in Doing Business Report 2020**
 - ✓ Represented MCA as coordinator for **Insolvency Policy Colloquium, London** by IFC in June 2019
 - ✓ Represented MCA at **INSOL's Second Legislative and Regulatory Colloquium, Singapore** in April 2019
- **Assistant Registrar of Companies (ROC) West Bengal, Kolkata** **January 2014 to May 2018**
 - ✓ Spearheaded special drives for **strike-off** of **8000+** companies and **disqualification** of **50000+** directors
 - ✓ Resolved more than **1500+ public grievances & complaints** in **9 months** to reduce pendency of many years to **0+ level** by devising Standard Operating Procedures (SOPs) for grievance handling
 - ✓ Represented ROC at **State Level Coordination Committee (SLCC)** by RBI for proactive information sharing and action among regulators and enforcement agencies
 - ✓ Handled Management Information System (**MIS**) for ROC and Regional Directorate of **Eastern Region** of MCA
- **Assistant Director (Officer Trainee)**, MCA, New Delhi **December 2012 to December 2013**
 - ✓ Training at ICLS Academy at Indian Institute of Corporate Affairs (IICA), Manesar in corporate law and accounts
- **Deputy Manager, Business Strategy, Reliance Retail, Gurgaon & Delhi** **April 2006 to September 2009**
 - ✓ Rated '**leading performer**' as a member of **CEO's** core team
 - ✓ Business Plans and Strategy, Policy Analysis, Project Management, Network Planning, Knowledge Management and MIS for various business verticals
 - ✓ **Branding** for 'Ranger Farms' stores and 'Kitchen Glory' products
 - ✓ **Cluster Head** for NCR 'Ranger Farms' stores – marketing, branding, promotions & sales
 - ✓ Initiated **International Business** for Reliance Retail Agribusiness
 - ✓ **Key Account Management** of Reliance Hyper Mart
- **Assistant Manager, Marketing & Business Strategy, Mumbai & Chennai** **April 2005 to April 2006**
Container, Bulk & Tramp Shipping **MSC India, Samsara Group**
 - ✓ Developed **market entry strategy** for **Feeder Services** from Chennai to Colombo / Singapore
 - ✓ Business development project on the '**Dry Bulk Trade**' including researching freight markets
 - ✓ Developed **marketing strategy** for Port Agency business targeting Greek Ship owners

Professional Education

- **PGD (Business & Allied Laws)** 2021 onwards **National Law School of India University (www.nls.ac.in)**
- **MBA (International Business)** 2003-2005 **Indian Institute of Foreign Trade, New Delhi (www.iift.edu)**
- **BA (Mathematics & Economics)** 2000-2003 **Bundelkhand University (www.bujhansi.ac.in)**

Skills / Proficiencies

- **Language: English** (Expert), **Hindi** (Native), **German** (Intermediate), **Spanish** (Elementary)
- **Computer:** Mac OS, Windows 10, MSOffice (PowerPoint/Word/Visio/Excel/Project/Access), Acrobat

Activities / Interests

- Management Development Programme on '**Corporate Intelligence**' at **IIM Bangalore** in February 2018
- Management Development Programme on '**Contemporary Business Analytics**' at **IIM Calcutta** in September 2016
- **Speaker** at Investor Awareness Programmes organised by professional institutes (ICSI, ICWA) under aegis of MCA
- Visiting **Faculty** at institutes (**Career Launcher** and **Vajiram & Ravi**) for competitive examination (UPSC CSE, CAT)
- Pro bono Consultancy in **Luxury Branding & Lifestyle Marketing** for **branding strategy** of a **luxury product** and marketing a **State** as a destination
- Writing, Meditation, Teaching, Reading