

# Prabhakar M Ghatage

www.ConsultPG.in

## Strategy Development & Execution Consultant

30+ years of multi-faceted experience of managing Corporate & Business Strategy, and marketing in various sectors. Demonstrated leadership strengths in strategic business planning and executed key initiatives with excellence at different phases of business life cycle. Keen focus on Business growth, Joint-Ventures, corporate alliances, and global business dynamics. At present, helping companies in Saudi Arabia on strategic planning and execution in the field of **Wellness, Tourism, Hospitality, Real Estate, Metals** and startups in three sectors.

Areas of Expertise: **Corporate and Business Strategic planning & Execution - Business Transformation & Excellence**



### Experience

- At present**     **Consulting assignments - Strategy planning & execution:**  
*Advised listed companies in various sectors such as Wellness, Travel & Hospitality, Real Estate and Metals sectors.*  
*Supported start-ups in the Finance, Education and for Restaurant services*  
*Worked as advisor to the CEO and Board committees (NRC, ExCom)*
- 2020-01 - 2022-07**     **Senior Advisor Strategy Planning & Development**  
*ALINMA BANK, Riyadh, Saudi Arabia*
- 2016-01 - 2020-01**     **General Manager - Strategy Practice**  
*TATA BUSINESS EXCELLENCE GROUP, Pune, India. A division of TATA SONS LTD.*
- 2011-01 - 2016-01**     **Head – Strategy (General Manager)**  
*TATA PROJECTS LTD., Hyderabad, India. Large infrastructure developers in India*
- 2009-09 - 2011-01**     **Associate G.M. – Corporate Strategy & Planning**  
*GMR INFRASTRUCTURE LTD., Bangalore, India. Airports, Energy & Infrastructure*
- 2001-06 - 2006-01**     **Sr. Manager Marketing & Business Planning**  
*CUMMINS DIESEL SALES & SERVICE (INDIA) LTD., Pune. Automotive OEM & Service*

### Summary of some achievements:

- Helping companies to growth their business in Saudi Arabia through Strategic planning and Execution
- With all pride, I was leading the Alinma Bank's **Strategy 2025** - development and execution management with its aggressive aspirational growth. Continued to harvest the results.
- **Built Strategy transformation offices** with its **operating models design** that leaded in achieving a remarkable business results. Portfolio management.
- Drove the **strategic plans development** for more than 10 planning cycles for various companies/industries, including long-term (3-5 years) and Annual Operating Plans. This strategic exercise involved identifying strategical choices and change agenda, strategic objectives, KPIs, targets, and ambitions setting to cascading the strategy to the organization
- Conducted workshops to derive the organization **Mission, Vision & Values; Strategy Development**
- **Acquisition**, Joint Venture with business plan and valuations; Divestment
- Proactive tracking of **growth opportunities**; Scenario planning; Risk management framework
- **Financial analysis** of target companies & group companies
- **Market Planning** and sales forecasting; marketing intelligence and competition tracking
- **Brand Management**: Designed and ran marketing promotions



### Education

- 1994  
PGDM (MBA)  
**Indian Institute of Management, Lucknow, (IIML) India**
- 1991  
BE (Mech.)  
**Govt. College of Engineering, Karad, India**



### Key professional development

- Ross School of Business, Michigan - Executive leadership program of Tata Group
- ISB, Hyderabad - Effective Strategy Execution
- IIM Kolkata - Strategies for Growth,
- TBEM / Malcolm Baldrige assessor



### Sector Experience

- Financial services
- Infrastructure
- Automotive
- Chemicals
- Services – Hospitality, Wellness
- Retail industry



### Personal Information

Willing to travel, married and in excellent health

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