



# ROUNAK KESHRI

Real Estate Investment & Acquisition

## + WORK EXPERIENCE

*Collective Hospitality Co. Ltd.*  
Bangkok, THAILAND  
Jan 2022 – Till Now

### Director Acquisition

#### Key Points:

- Strategic Business Planning, Anyalsisng financial models, negotiating LOI,s, supervising DD & Agreement, and closing transaction
  - Liasoning with the Government and internal BOI for smooth business operations
  - Identifying properties for acquisition in southeast asian countries, building network with investors and brokers, team building
  - Identifying FDI opportunities, company registration, and other legal entities with legal counsel and finance team
  - Coordinating with the legal team, finance team, design team, construction team, and asset management team for project transaction
  - Bringing investors and hotel groups for JV or Mergers
- Acquired 55 hotels till now in Thailand, India, Sri Lanka, Vietnam, Philippines, Cambodia, Indonesia, Nepal**

*CBRE Thailand Co. Ltd.*  
Bangkok, THAILAND  
Jan 2021 – Dec 2021

### Senior Manager – Capital Market – Investment & Land

Generate business and execute the acquisition or disposition of land and investment properties (across various sectors)

#### Key Points:

- Led and execute Real Estate/ Land Investment Sales overseeing all material aspects of the pre-marketing preparation, marketing, and closing processes.
  - Accountable for data management and retention, and the adoption of Global Valuation Models
  - Business development, new client acquisition, and client retention across all the services which includes advisory, asset management and development services.
  - Acting as a trusted advisor to key clients and building a strong personal network
  - Strategic Business Planning, Anyalsisng financial models
- Transacted commercial assets and Land Sales in CBD Bangkok**

*Jones Lang LaSalle Co. Ltd.*  
Bangkok, THAILAND  
Jul 2019 – Dec 2020

### Senior Manager – Capital Market – Investment & Land

Responsible for sourcing, analyzing, and executing a wide variety of commercial real estate transactions across Thailand. These include asset sales & acquisition,

#### Key Points:

- Identify potential business deals by contacting potential clients and exploring opportunities
- Developing business personal network with Investors,
- Develop and maintain financial models, DCF, analyzing financial returns, cash flows, NPV & IRR

*Cushman & Wakefield.*  
New Delhi, INDIA  
Jun 2014 – Dec 2015

### Manager – Investment

Buying & Selling and Customizing Proposals as per Requirements Group Housing, Townships, Retail, Commercial, Industrial, Hospitality, and Institutional

#### Key Points:

- Execution of structured land transactions, debt syndication , and investment opportunities
- Transacted 10.21 Acres of Land Parcel and Transacted 0.6 million sq. ft Group Housing FSI at Gurgaon**

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## + BRIEF PROFILE

**Full Name** Rounak Keshri  
**Nationality** Indian  
**Religion** Hindu  
**Sex** Male  
**Age** 39 Years Old  
**Birth Date** 21 July 1983



## + PROFESSIONAL SKILLS

Business Development

Negotiation

Real Estate Investment / Acquisition

Market Research / Feasibility Studies

Financial Analysis/ IRR, ROI, EBITDA,

Self-Motivated / Goal Oriented

Analytical and Presentation Skills

Problem Solving / Logical Thinking Skill



## + COMPUTER SKILLS

Microsoft Office and Spreadsheets

Data visualization

Graphic and Writing Skills

Arc GIS Pro

# ROUNAK KESHRI

Real Estate Investment & Acquisition

## + WORK EXPERIENCE - Continued

TATA Housing Ltd.  
Mumbai, INDIA  
Jul 2012 – May 2014

**MANAGER – Land Acquisition**  
Prepare the proposal for the projects being undertaken and present the opportunities to Management and then to the Board of Directors

- Key Points:**
- Financial Modelling & Project Cash flow analysis
  - Identify land parcels & carry out Feasibility studies
  - Assist in Due Diligence and Valuations

**Acquired 66 Acres of total Land parcels, Total project turnover of 1.2 Billion USD**

Mahindra Holidays Ltd.  
NewDelhi, INDIA  
Dec 2010 – May 2012

**MANAGER PROJECT – Hotel Development**  
To source, evaluate and purchase/lease/HMA of land parcels and ready inventory based on prescribed parameters and guidelines

- Key Points:**
- Investment Advisory, including feasibility studies, due diligence and acquisition, and investment structuring
  - Identify opportunities based on MHRIL and analyze feasibility assessments
  - Participates in the development and implementation of strategies for acquiring management/franchise contracts.
  - Conduct all Govt. orders/tourism policies related to land/real estate

**Acquired total 4 Resorts Total 220 Keys**

Omaxe Ltd.  
NewDelhi, INDIA  
Jul 2006 – Oct 2010

**ASSISTANCE MANAGER – Leasing & Acquisition**  
Handling commercial and retail leasing activities for Real Estate and maintaining feasibility models for proposed investments and portfolio valuations

- Key Point:**
- Closure of lease agreements with international and domestic brands and Developing project feasibility

**Leased 1.4 million sq. ft areas (Multiplex, Hyper Anchor stores, Vanillas store Food courts & Office Spaces)**

## + EDUCATION

University of Washington  
Seattle– USA

**MSRE ( Master of Science Real Estate ) Advance Standing ( STEM )**

2022 - 2023

Indira School of Management Studies  
Pune – INDIA

**PGDBM (Marketing & International Business)**

2004-2006

University of Delhi  
New Delhi – INDIA

**Bachelor's Degree (Geography Honors) from Shaheed Bhagat Singh College (2000 – 2003)**

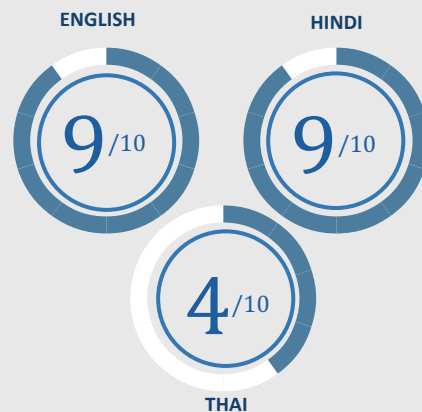


## + AREAS OF EXPERTISE

- Property Investments
- Property Acquisition
- Deal Sourcing
- International Business & Marketing
- Sales Management
- Marketing Strategy
- Marketing Communications
- Marketing Research
- Marketing Analytics
- Negotiating Agreements
- Customer Relationship
- Entrance Emerging Markets
- Entrepreneurial Mindset



## + LANGUAGE



## + INTERESTS



## + INTERNATIONAL EXPOSURE

India | ASEAN | HK, UK | Thailand | Dubai

