

ANIMESH KHEMKA

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Serial Entrepreneur	Nomura Strategy	Associate – IB	Accenture Strategy	PGDM (IIM L)	CFA Level 3	CA AIR 48
PROFESSIONAL EXPERIENCE						
Founding Partner		Jiva Leathers (Plant based leather products)				Jun’26 – Present
▪ Co-founded a plant-based/vegan leather venture targeting corporate gifting and export markets ; own strategy, supplier qualification, and go-to-market design from inception through early customer pipeline development						
Co-Founder & CEO		MLK Industries (Healthy food products)				Oct’25 – Present
▪ Co-founded and run a healthy/functional food products company end-to-end — business strategy, product formulation, vendor sourcing, channel development, operations management, sales & marketing and go-to-market — holding full P&L and financial decision rights						
Founder & CEO		Life Agro				Apr’23 – Present
▪ Conceived and built a fortified rice kernel manufacturing plant from the ground up — greenfield facility design, equipment procurement, and full value-chain setup — to supply the Government of India's national rice fortification programme						
▪ Own all business functions as sole decision-maker: finance, plant operations, strategic planning, sales & marketing, and procurement						
▪ Scaled the business to ~INR 100mn annual turnover and ~90% operational efficiency of the plant by year two of operations						
Senior Associate – Investment Banking Strategy		Nomura				Jan’20 – Sep’22
Responsibilities	▪ Formulate, implement strategies for Nomura’s Wholesale division with the aim of improving business performance ▪ Manage stakeholder (CXOs, business heads) expectations ; undertake special ad-hoc projects to strengthen practice					
Revenue Optimisation	▪ Conducted detailed analysis and developed strategies to build a resilient portfolio in the Covid-19 crisis backdrop ▪ Convinced management to channel resources and re-align focus towards expanding sectors, geographies and products					
Fin. Modelling & Planning	▪ Prepared detailed financial models and forecast using multiple scenarios to expand Nomura presence in the US ▪ Identified areas of growth and investment requirements for US build; plan currently being implemented aggressively					
M&A Strategy	▪ Undertook market scan & detailed analysis to identify potential M&A advisory / consulting alliances for Nomura ▪ Nomura formed an alliance with one of the selected partners from the analysis, resulting in large revenue growth					
Risk Management	▪ Aided in formulating and implementing strategy to reduce risk in the businesses without significant impact in revenue ▪ Nomura was able to significantly mitigate risk (~50%) to pre-Covid levels through better utilization of resources					
Market Entry	▪ Suggested market entry strategies and frameworks to capture growth in emerging trends (SPAC, private placement etc.)					
Additional Initiatives	▪ Automated processes and created frameworks to study market landscape and understand market dynamics ▪ Devised and executed trainings for the team ; strategized on townhalls, quarterly messaging from business heads					
Achievements	▪ Successfully completed initiatives, leading to strongest performance (Nomura IB) despite Covid-19 related slowdown					
Associate – Investment Banking		o3 Capital Global Advisory				April’18 – Oct’19
Responsibilities	▪ Prepared deal collaterals, buyer lists, valuation notes, pitches and other discussion documents with minimum intervention of deal lead ; Effective client and counterparty management in live transactions ▪ Gained detailed understanding of IT services landscape , undertook outreach responsibility					
Deal Exposure	▪ Worked on 5+ sell-side and buy-side mandates in the IT services space totaling to deal value of over USD 300 mn					
Business Development	▪ Identified potential clients through detailed market scan leveraging primary and secondary data sources ▪ Undertook responsibility to reach out and pitch to potential clients with the aim of converting mandates					
Cloud Services Provider	▪ Client was a MNC organization engaged in providing cloud and data services with a revenue of ~\$100 mn ▪ Aided in sales pitches, due diligence process effectively managing interests of counter parties throughout the deal ▪ Ensured successful completion; helped client realize an optimum valuation from an International buyer					
Add Initiatives	▪ Initiated and prepared monthly newsletters on industry trends to pitch o3’s knowledge and understanding to clients					
Summer Intern – Advanced Customer Strategy		Accenture Strategy				April’17 – June’17
Voice of Customer	▪ Strategic consulting for one of the largest Oil & Gas players in the country, contributed in regular client interactions ▪ Independently designed sections of customer survey questionnaire, ensured successful launch with ~75% participation					
Initiatives beyond project	▪ Conducted research beyond project work to generate perspectives to be leveraged to secure further projects with client ▪ Aided in analysis of key customer insights from survey data to be used for segmentation & service offering optimization					
Accolades	▪ Appreciated by the senior management for rapid learning skills and idea generation , also for learning new skills like SQL ▪ Established credibility as “Single point of contact” to address specific client queries as well as for survey analytics team					
Achievements	▪ Designed a tool to estimate Customer Lifetime Value (CLTV) for B2B industry to help customer segmentation & prioritization					
Management Intern – Transaction Banking Group		Yes Bank Ltd.				May’16 – June’16
Business Development	▪ Facilitated development of new business relationships by assessing business model of potential clients ▪ Aided in developing strategic linkages with 65+ startups, incubators & accelerators, and VCs in Bangalore					
EDUCATION						
Year	Degree/Program	Institute/ School		%/ CGPA	Remarks	
2016-18	PGDM	IIM Lucknow		7.31/10	Top 20% of the batch	
2014	CFA Level 3 Cleared	CFA Institute, USA		--	Highest Grade in 8/10 topics (L1)	
2013	Chartered Accountancy	ICAI		60.29 %	AIR48(Final) - 32536 students	
2012	B. Com (Hons) Marketing	St. Xavier’s College, Kolkata		7.04/10	Top 5% of the batch	
SCHOLASTIC ACHIEVEMENTS						
Accolades	▪ Scored 99.99 %ile in Logical Reasoning & Data Interpretation among 1.79 lakh students in CAT					2015
BUSINESS COMPETITIONS						
CFA Global Challenge	Bloomberg Internship Challenge	Reliance Ultimate pitch	Tata Business leadership awards	ICICI Stock Mind 4 IIFT	Fusion IIFT	Rajneeti IIM A
Zonal winner	National Finalist	Campus Winner	Campus Finalist	Campus runners-up	Campus finalist	
OTHER ACHIEVEMENTS						
Investing	▪ Actively investing in the markets using fundamental analysis ; manage portfolio of INR 60+ Mn					
Mem, EICASA	▪ Conceived and conducted events, seminars, debates and competitions, for 1,00,000+ CA students across Eastern India					