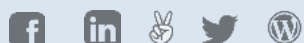


TARAK N. GORAI

Private Equity, Operations & IT Performance Improvement

PERSONAL DETAILS

+44 7921699563
tarak.gorai@outlook.com
Northwest London, UK
<https://tarak.gorai.info>



ACADEMIC EXPERIENCE

MBA, Saïd Business School |
University of Oxford, 2019

Distinction In: Strategy, Corporate Turnaround and Business Transformation, Private Equity.

MBA
Faculty of Management Studies |
Banaras Hindu University, 2002

Bachelor of Science Physics Hons.
St Xavier's College |
Calcutta University, 2000

QUALIFICATIONS

Prince2 | Axelos, 2018
Prince2 Foundation
Prince2 Practitioner

Blockchain Certification | IBM, 18
Developer Certification
Consultant Certification

CFA Foundations, 2020

Wall Street Prep
Financial Modelling
Analysis of Financial Reports

Advanced Excel
Excel and VBA
Data Presentation

PROFILE

Expertise in operational value creation and IT performance improvement for Private Equity portfolio businesses during growth and transition phase. Have Successfully driven revenue growth, strategic planning, and complex transformations in challenging environments.

Pre-transaction phase advise GPs in deal sourcing, the first line of vetting and due diligence, specifically on cross-border, cultural, operational, and technology matters, creating robust improvement and restructuring concepts.

Post-transaction, experience of successfully staying put to program manage within portfolio company and supporting the CEO in value creation initiatives. Play a crucial role in growth and exit strategy implementation.

KEY COMPETENCIES

With experience in top-notch technology and consulting firms, a role of trusted **advisor** comes naturally to me. Being a CEO, I empathise with the portfolio CEO, founders on issues of people, operation, IT, and cash flow.

My 15 years of IT Outsourcing, Digital delivery experience with FTSE and SME clients, work with multiple vendors and deliver value under stiff timeline.

I program manage the M&A and Carveouts, implementation of ERP, CRM, E-Commerce, Digital Assets to meet strategic and **operational initiatives**.

I profess to be a brilliant generalist. I possess a blend of experience of both Fortune 500 to navigate multi-stakeholder scenario with sophistication, and of Smaller Cap environment to operate independently with **gravitas**.

I navigate in a multi-stakeholder scenario to operate independently and resolve conflict. I **lead high-performance teams** with empathy, energy, and urgency.

PROFESSIONAL EXPERIENCE

Operating Partner

MAVENSWOOD INVESTMENTS LTD | London, UK | Apr 2018 - Present

UK based private equity and venture company with a diversified portfolio of hyper-growth companies. MavensWood investments seek to increase valuation through operation and digital transformation.

- Run and manage a global portfolio of companies of private funds and equity- possible to add cost optimization and increase in EBITA.
- Oversee Due-Diligence, Operational Restructuring, Digital Transformation, tied to EBITA Growth and Working Capital Improvement.
- Advise the incumbent management team, maintain investor relations, mentor a high-performance team 4 Directors and international team.

KEY SKILLS

Value Enhancement

Technology-Enabled Transformation

Change and Project Management

Multiple Stakeholder Relationship

Diffuse Crisis Situations

Portfolio Company Operations

Turnaround and Growth

Financial & Cash Flow Analysis

Cost Reduction

Pitching & Influencing

Commercial Due Diligence

M&A and Exit Strategies

Negotiating & Closing Deals

Sales Growth Planning

Business Development

Team Leadership

Coaching & Mentoring

Interim Roles and NED

PROFESSIONAL INTERESTS

Turnaround and Growth

Artificial Intelligence (AI)

Digital Transformation

FinTech and Insurance Tech

Family Office & High-growth SME

Portfolio under management:

- Interim CEO (Elakkai Food Science Ltd.): Successfully launched the new service lines in a hyper-growth niche.
- Digital Program Manager (The Carried Interest): Developed a detailed and robust 100-day plan for quick wins.
- Operations Director (Aerial Photos Ltd.). Innovated a service offering for the newly regulated Indian UAV (Drone) marketplace.

CEO (Director and Board Member)

SKILLIANTECH PVT LTD | London, UK | May 2014 - Mar 2018

Skilliantech Holding Co. offers value enhancement of its portfolio/investee companies focusing on COO of CIO offices, with strategic exits. Portfolio investment in Healthcare, IT consulting, Recruitment and Corporate Hospitality.

- Turned the founder run firm into a CMMi Level Global tech company.
- Champion an ethical & stewardship role in corporate social responsibility.
- Maintain a dialogue with the Chairman and Board on strategic issues. Ensure effective implementation of change initiatives, IT systems and tools.
- Monitor operational performance, contain risks, improve quality. Assume overall accountability for budgeting, profitability, and cash flow.

Interim CEO of SkillRecruit (Portfolio company of Skilliantech)

- Directed digital transformation and cloud migration to contain cost by 22%
- Increased revenue of a division from \$5m to \$7m in just two years, through upselling in existing accounts and new business win. Ramped division from lowest-ranking profits to reaching 40% gross margin profits.
- Rebranded the company as a differentiator, launched two new service brands. Reduced cost by setting up an offshore digital-marketing team.
- Improved productivity by the cultural shift to measuring progress on metrics. Built a high performing team of 4 Directors and VPs.
- Presented value proposition to 7 acquirers, completed the **strategic exit**.

Client Partner & Director

TAVANT TECHNOLOGIES | London, UK | June 2012 - February 2014

Tavant is a privately funded Palo Alto-based Fintech IT services firm.

- Set up the EU business, hiring HQ team in London, develop C-Level client relationships, win new business with services aimed at CIO office.
- Formed a new company, liaison with legal, real estate, workforce agencies.
- Diffuse escalations on internal and client projects, SLA and contracts.
- Translate C-level expectation, technical terms to non-technical language.

Key Achievements

- Identified a gap in the market for legacy modernisation programmes, securing a revenue stream worth \$5m in secure digital payments.
- Led the replacement of loan-servicing platforms with web-based/social/mobile-enabled apps for Europe's largest consumer finance firm.
- Embedded a user-managed service for ITO in the UK, Spain and Sweden.

ADDITIONAL EXPERIENCE

Engagement Manager

HCL Technologies Ltd.
Edinburgh, UK | 2004 - 2008

Business Information Analyst

AstraZeneca Pharma
Bangalore, India | 2003 - 2004

Analyst

Accenture Consulting
Minneapolis, US | 2002 - 2003

Further details of all above roles are available upon request.

WORK AUTHORIZATION

British Citizen
Indian Work Permit
Open to Relocate / Travel

REFERENCES

Available upon request

Client Partner

SYMPHONY SERVICES | London, UK | April 2011 - March 2012

Symphony Services is a Private Equity backed firm, a global supplier of OEM software and professional services to the embedded and mobile industry.

- Ownership of the transformation and value creation plan. Work alongside the portfolio CIO and IT directors to implement their ambitious plans.
- Developed key relationship, built a healthy pipeline of new opportunities.
- Directed client engagements from pitch to delivery, acting with personal charm, professional style and gravitas.

Key Achievements

- Expanded a \$5m TCV engagement with Clear2Pay, a large payment platform, by identifying IT solutions within their banking payment systems. This involved balancing the primary client and a TUPE contract negotiation.
- Identified gaps within BT UK and won a £7m bid to re-engineer their telecom platform, with the management of an offshore team of 200+ Engineers. This involved crafting deep relationships with BT Directors.

Senior Business Development Manager (Financial Services)

NIIT TECHNOLOGIES | London, UK | March 2010 - April 2011

NIIT Technologies publicly listed leading IT provider, offering innovative services in sectors such as travel and transportation, banking and financial services.

Oversee a large number of Client IT transformation programmes in multiple geographies and business functions, across banking and insurance domain.

- Provided business plan and sales leadership, transition deals to India.
- Managed the translation of client requirements to IT delivery teams (often 3rd party vendors), monitoring their IT performance.

Key Achievements

- Led major accounts with clearly defined IT vision, delivering solutions to clients such as Royal Sun Alliance, Brit Insurance, UNUM and Alliance.
- Perused alternative revenue streams by building relationships with small and medium-sized insurance brokers, offering both IT and ITO solutions.

Strategic Account Manager

HCL GREAT BRITAIN | Edinburgh, UK | March 2008 - March 2010

HCL is a \$10 b multinational technology company, offering the latest in digital, IoT, Cloud, CRM, ERP, Automation, Cyber Security, Analytics & Infrastructure.

Acted as the Thought Leader for the B2B delivery team, contributing to IT strategy, providing technical and relationship to largest banking account.

- Supported the Regional Director in managing customer expectations, contract negotiations, pricing, P&L reporting and procurement.

Key Achievements

- Consistently meeting sales targets, reaching 100% - 258% of targets from 2008 - 2010, with QnQ growth factors accounted for.
- Increased HBOS Plc/Lloyds Banking Group spend on an existing \$15m TCV account through building client loyalty and upselling company services. Here, I directed projects at macro and microeconomic scale, including IT security, patch release, cryptography, product development.