



# Prabjot Singh

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## Summary

PMP-certified infrastructure leader with 5+ years with Maruti Suzuki, driving large-scale complex program delivery, strategic real estate development and revenue-generating network expansion. Recognized for sharp negotiation skills, effective cross-functional coordination, and stakeholder alignment to achieve operational excellence and deliver lasting business value.

## Professional Experience

### Deputy Manager, Realty & Infrastructure - North Zone | Maruti Suzuki | New Delhi

- **Program Management:** Spearheaded a high-impact strategic initiative for Maruti Suzuki's flagship R&D Centre in Gurugram for 1,500 employees, equipped with state-of-the-art infrastructure and modern workplace facilities, executed under direct oversight of Suzuki Motor Corporation (Japan), with multiple delegate visits and inauguration by the CEO, ensuring stakeholder alignment and high-quality delivery.
  - **Lease Negotiation:** Negotiated favourable lease terms for Maruti Suzuki's **largest commercial real estate transaction**, securing prime office space of **240,000 sqft** with a total outflow of **₹2500 Mn** for 10-year tenancy, achieving rentals 20% below quoted rates and 10% below market benchmarks through targeted site shortlisting, thorough due diligence and close collaboration with user teams.
  - **Project Delivery:** Executed a **₹600 Mn corporate interior fit-out for a ten-storey high-rise** by coordinating 10+ internal cross-functional teams, 9 appointed contractors, and PMC partners — delivered in a **record 105 days (30% faster than industry standard)** and 15% below market cost through a streamlined design-to-execution workflow, strategic project management and a competitive tendering process involving 26 execution agencies.
  - **Financial Modelling:** Developed a detailed comparative analysis for **Steering Committee evaluation**, comparing builder-led **Revenue model** with direct **Capex investment for fit-outs** — assessing depreciation, amortization, GST input credits, tax impacts, and overall cost benefits. Facilitated senior-level meetings to drive alignment and ensure timely sign-off, stepping beyond core project responsibilities for on-time project launch.
  - **Design Management:** Directed end-to-end **design execution for large-scale corporate fit-out**, developing **layouts, bills of materials, and detailed technical specifications** in close collaboration with external designers, architects, internal specialist teams, and user groups. Oversaw **3D visualisation, functional zoning, and safety compliance** while integrating **sustainable design solutions** including rooftop solar panels, sensor-based lighting, and independent VRV systems for after-hours operations, all delivered within an IGBC Platinum-rated leased facility.
  - **Contract Closure:** Navigated complex multi-party legal framework involving reluctant builder stakeholders, successfully closing definitive agreements including **Lease deed, Maintenance agreement, and Triparty Fit-out agreement** through strategic negotiations, ensuring **robust contractual protection, risk mitigation, and sustained project momentum** with full stakeholder alignment.
  - **Cash Management:** Orchestrated **end-to-end cash flow management as SPOC, processing 200+ invoices** and aligning outflows with phased project milestones to maintain delivery timelines and contractor relationships, negotiating Finance and SC priorities to balance stakeholder needs amid concurrent high-priority projects.
  - **Facility Transition:** Led seamless project handover processes including **competitive tendering and appointment of Facility Management agency** at a cost of **₹144 Mn** for a three-year period, ensuring operational continuity, SLA compliance, and long-term asset efficiency through strong leadership, change management and communication skills.
- **Office Acquisition:** Managed end-to-end office space procurement for multiple business verticals across Delhi NCR, including requirements gathering, **site shortlisting**, stakeholder site visits, senior management presentations, **lease execution, interior fit-out monitoring**, de-snagging, and **team relocation**, delivering **cumulative commercial space of over 1,00,000 sqft** across strategic locations with seamless handover.
- **Network Expansion:** Led end-to-end delivery as **Project Manager** of multiple **COCO NEXA service workshops** with a total **Capex of ~₹250 Mn** coordinating with Service teams, contractors, architects, and consultants to expand MSIL's wholly owned subsidiary service network at 15% below estimated cost, **unlocking annual business potential of ~₹270 Mn** through strategic capacity enhancement and operational efficiency.
- **Regulatory Compliances:** Secured **government approvals and regulatory clearances** for critical Company Owned Dealer Operated (CODO) projects including Arena & NEXA workshops, Service Training centres and Dealer showrooms across multiple jurisdictions in Northern India. Navigated complex bureaucratic frameworks through strategic communication, relationship management, and risk mitigation, ensuring compliance to **15+ regulatory touchpoints for each project**.
- **Property Valuations:** Executed comprehensive property valuations to support portfolio management, **analysing built-up assets using Comparative Market Approach**. Achieved 95% accuracy through systematic framework incorporating 10+ parameters, reducing assessment time by 40% and delivering decision-ready insights.

## Assistant Manager, Realty & Infrastructure - Central Zone | Maruti Suzuki | New Delhi

- **Business Readiness:** Developed an Excel-based business readiness tracker integrating **25+ critical parameters** (e.g., legal, infrastructure, utilities) to evaluate execution preparedness of acquired sites. Enabled cross-zonal coordination during COVID, **fast-tracking post-pandemic rollout** of pan India **Maruti-owned workshops/showrooms** with enhanced construction readiness and risk-based project gating.
- **Network Planning:** Accelerated pipeline development and increased CODO project throughput by **analysing micro-market dynamics of acquired sites** and coordinating closely with MNS and Service verticals, supported by comprehensive city-wide studies of company presence, competitor footprint, growth corridors, and infrastructure projects to pinpoint high-potential locations and maximise catchment strength.
- **Market Intelligence:** Conducted comprehensive technical due diligence and feasibility studies across multiple land parcels in North Zone for CODO projects and manufacturing expansions. Provided strategic insights through detailed demographic and competitive analysis, enabling Maruti Suzuki's strategic land acquisition decisions and data-driven site selection processes.
- **Digitization Initiative:** Spearheaded **digitization of 118 acquired land parcel documents** by collaborating with IT team to develop an E-dossier portal through enhancements to existing software. Created a comprehensive digital repository that improved record retrieval capabilities and streamlined audit procedures for improved operational efficiency.
- **Capital Budgeting:** Developed a comprehensive **capital budgeting framework for the next 5-year project pipeline**, using cost benchmarks from executed pilot projects, market inflation trends, cost optimization strategies to enable accurate financial forecasting and resource allocation for long-term business expansion.
- **Vendor Ecosystem:** Led competitive tendering and transformed vendor ecosystem by **integrating 70+ specialized partners through SAP**, including contractors, architects, approval consultants, soil testing agencies, and land surveyors, establishing robust procurement frameworks that **delivered 12-15% cost efficiencies** while coordinating third-party services for project design, due diligence, and construction estimates, driving operational excellence through strategic sourcing and contract negotiation.
- **Process Development:** Established standardized **execution frameworks for 7 Pilot CODO projects** by developing project execution processes, RASI charts, and layout finalization protocols. Streamlined workflows and reduced execution timelines by 30%, creating scalable templates for future rollouts across the network.
- **Process improvement:** Developed and implemented **SOPs** to optimize **vendor management** and **appointment processes**, boosting organizational efficiency and reducing procurement cycle time by 40% through strategic planning and digital transformation initiatives.
- **Executive Reporting:** Prepared detailed business analysis reports, MIS dashboards, and executive presentations for senior management reviews, translating complex project data into strategic insights for decision-making and financial planning.
- **Team Development:** Mentored 10+ new hires (GETs and MTs) through onboarding and cross-functional team integration, reducing training timelines by 25% and ensuring faster induction into mainstream business.

## Education

**B. Tech Civil Engineering - Punjab Engineering College (PEC) | Chandigarh**

## Accomplishments & Awards

- Awarded “Star Performer” rating for FY 23-24 (Top 10% among 5000+ employees) for exceptional contribution
- Rewarded with the Employee of the Quarter award - five times (Q2 FY23-24, Q4 & Q2 FY 22-23, Q2 FY 21-22, Q4 FY 20-21)
- Acknowledged as Consistent High Performer (three times in 4 years)

## Licenses & Certifications

Project Management Professional (PMP)®, Project Management Institute  
Green belt in Lean Six Sigma certification by KPMG

## Co/Extra-Curriculars

- **Core Member, Profile Committee** - Committee driving the profile verification, refinement and overall development of the cohort
- **Events Head, ASCE PEC Student Chapter, 2018-19** - Headed the event management team to organize 15+ events for American Society of Civil Engineers (ASCE) PEC Student Chapter during the academic year 2018-19
- **Branding and Publicity Sub-Head, PECFEST 2017** - Contributed to registering an overwhelming footfall of 40,000-50,000 attendees making PECFEST 2017 one of North India's largest college fests
- **Joint Head, Infrastructure team, PECFEST 2015 & 2016** - Managed hard and soft infrastructure to organize various cultural and technical events during PECFEST 2015 and 2016
- **Team Member, DAV Public School Football team, 2012-13** - Represented the school football team at the inter-school competition in Chandigarh during the academic year 2012-13