



Kevin Abraham

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Summary

Versatile M&A deals and Strategy professional with 8+ years of experience in e-commerce, consumer durables, industrials, media & entertainment, education, logistics, and real estate verticals. Comfortable working with C-suite, leadership and extended stakeholders, managing cross-functional teams, and critical timelines; my project outcomes include strategic transformations and successful acquisitions, serving domestic and international firms.

Professional Experience

Manager, Deals | PricewaterhouseCoopers Services LLP [PwC India] | Mumbai

- Led diverse teams of analysts and consultants, managing **end-to-end delivery of CDD, and strategy engagements** for clients across sectors, ensuring **project commercials, and risk and compliance management**; achieved **repeat business and 10/10 CSAT** on multiple occasions.
- Supported multiple **sales and business development** efforts, and **project conversions**.
- Managed the **professional development** of assigned team and mentees, including periodical **performance appraisals** and rewards.
- Led a team of 4-8 consultants to deliver a '**supply chain transformation**' strategy and '**accelerated**' implementation for leading **consumer durables and appliances brand**; achieved an overall **business de-risking of 25%+** (by revenue) by Sept'24 **on track to achieve 40-45%** by Dec'24 by implementing a mix of '**catalogue buying**', **strategic sourcing**, and **local assembly operations**.
- Led a team of 4 consultants to support a leading Indian conglomerate with sell-side **due-diligence and advisory** for their domestic and international **sports franchises (IPL, WIPL, Cricket, Kabaddi, Kho-Kho)**. Managed to estimate and justify the future auction values of BCCI media properties for the IPL 2028-32 five-year period; **received PwC award** for delivering differentiated content, showcasing **thought leadership**, and delivering outstanding engagement **quality**.
- Led a team of 2-4 consultants to support
 - a leading Indian conglomerate with the **commercial due-diligence (CDD)** of a **UK-based sports and hospitality asset** (county cricket franchise, stadium, and 4-star hotel, golf course and spa).
 - a leading (**Big-4**) **professional services** firm leadership with the advisory **market entry strategy** for **Nepal**.
 - an **auto-ancillary** manufacturer with a **manufacturing footprint** strategy refresh.
 - a leading **Japanese conglomerate** with the commercial due-diligence (CDD) of an Indian **specialty chemicals** manufacturer and distributor .
 - an **Australian University** with an **India-entry strategy** for their UG and PG programs.
 - a leading **KSA-based conglomerate** with the commercial due-diligence (CDD) of exclusive **MENA** distributor of '**high-performance specialty coatings**' (exclusive supplier to ARAMCO).
 - a leading Indian **automotive** manufacturer with the commercial due-diligence (CDD) of their **auto-component** manufacturer and supplier as part of their **vertical integration strategy**.

Manager – Consulting | Axience Consulting | Mumbai

- Led a team of 2-4 consultants to support a UK-based FTSE-listed fund with **corporate finance** and **sell-side advisory** support [**capital raise, MIS, reporting, audit**] for India portfolio comprising one logistics asset and two renewable energy assets, representing portfolio companies during due-diligence and **deal negotiations**.
- Supported in the **bid and win** for an 8-month 'on-site' engagement to support Abu Dhabi Islamic Bank or ADIB (one of the largest Islamic banking operations in the world) with their digital transformation initiatives.

Assistant Manager – M&A, Strategy | Allcargo Logistics Limited | Mumbai

- Integral part of a three member **M&A and Strategy team (Chairman's Office)** tasked with the responsibility to drive overall group revenue and earnings via **inorganic growth, strategic partnerships, and divestments**.
- Supported in the **transaction management, due-diligence, and acquisition** of a leading public-listed logistics company for surface and express logistics play creating an integrated and multi-modal logistics offering for customers.
- Supported in the transaction management, due-diligence, **synergy assessment**, and **consideration bid** for a leading public-listed container train operator (CTO business for CTO+CFS+ICD+CL positioning) in line with the strategy of being an **end-to-end, multi-modal, integrated logistics solution** in the market.
- Supported in the transaction management, due-diligence, and acquisition of a leading JNPT-based CFS to **augment core business** capacity and capabilities.
- Supported in the **investment pitch and invitations** to strategic partners and sponsors for then proposed restructured business units and carve-outs.
- Scouted for **acquisition and alliance opportunities** across air, rail, and surface freight by liaising with investment bankers and target companies.

- Supported in the **internal strategy and thesis development** for short-term and long-term growth of the overall group and its business units, **internal reporting** and communication to the **board of directors**, Chairman and MD, and leadership teams.
- Supported in the internal evaluation of growth avenues and strategic alliances, and pre-deal diligence of acquisition targets.

Associate Consultant – Financial Investors Group | Praxis Global Alliance | Mumbai

- Integral member of the firms Strategy and Commercial Due-Diligence (CDD) engagements for **marquee VC/PE funds** focused on ecommerce, consumer-internet and technology investments..
- Supported in the commercial due-diligence (CDD) of :
 - a leading **omni-channel pharmacy** for a large global fund
 - a leading **B2B online travel** consolidator (flights+hotels) for a large global fund
 - a leading **B2B+B2C online travel aggregator** or OTA for a leading hotels aggregator
 - a leading **milk additives manufacturer** for a large global fund
 - an **energy and utilities** consulting company for a large global fund
- Supported in the '**outside-in**' **India market strategy** review based on 180+ unique stakeholder interactions and assessment for a leading global **cloud-CRM** company.
- Supported in the identification and prioritization of **business adjacencies and global expansion** opportunities for a leading global **hotels aggregator**.
- Supported in the **productivity enhancement strategy** for a leading global **recruitment advisory** firm based on stakeholder interactions and time-motion studies.
- Supported in the '**outside-in**' **market diligence** of Indian storage **batteries** market.
- Supported in the '**grocery**' **category strategy** for a leading e-retailer.

Assistant Manager – Consulting | Liases Foras Real Estate Rating and Research | Mumbai

- Manage a team of analysts, data engineers and GIS specialists to formulate and deliver **real estate advisory** solutions for financial institutions (retail banks, PE funds), government agencies, and real estate developers.
- Led a team of associates to support real estate developers with **market entry, pricing strategy, commercial and retail feasibility, best-use, affordable housing and residential development strategy** studies.
- Supported in the **land acquisition and compensation** assessment for State of Maharashtra and Maharashtra Road Development Authority (Nagpur-Mumbai Expressway).
- Supported in the research and delivery of commercial feasibility assessment based on **>1Million property transaction** data for a leading Indian **commercial RE** developer.
- Supported in the research and delivery of **pure rental residential project feasibility** assessment based on **>10Million rental transaction** data sets for a leading Indian real estate developer.

Education

M. Plan – *Centre for Environment Planning and Technology CEPT, Ahmedabad | India*

B. Tech – *National Institute of Technology NIT, Nagpur | India*

Accomplishments

- Awarded the PwC 'Above and Beyond' Award [2023] for delivering differentiated content showcasing thought leadership and delivering outstanding engagement quality (broadcasting and IPL franchise value)
- Awarded a one-week international development program with 50+ PwC international nominees [2024]

Certifications

- Lean Six Sigma Green Belt by KPMG

Co & Extra-Curriculars

- Finalist at IIM Ahmedabad Institute-level marketing case competition (Mar-Quest, 2024)
- Keen interest in animal welfare; care-giver to one majestic canine at home and aspire to own an animal farm one day
- Won First and Third Place in VNIT Institute-level Football Tournament and Band Contest respectively
- Represented HFHS and secured First Place in District-level Football Tournament, represented Bombay Scottish School in State-level Football Tournament