



Raghav Rathi

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Summary

Led multi-crore acquisitions, developments, and joint ventures across Indian real estate and U.S. tech platforms, blending financial and go-to-market expertise with cross-functional leadership. Proven ability to align stakeholders around commercial outcomes as an owner-operator and also drive collaboration beyond financial gain, as shown through leadership in philanthropy and social impact.

Professional Experience

Senior Project Coordinator | Tara Group | Pune

Family-run real estate business leading 8 projects covering 1M+ sq. ft. in commercial & residential development and leasing.

- **Led cross-functional delivery teams** (finance, legal, technical, sales and marketing) across two flagship developments, ensuring seamless coordination between internal stakeholders and external partners.
- **Conducted opportunity cost analysis** of the firms ~ ₹420 Cr. leased asset portfolio, shaping strategic decisions on retention vs. monetization to drive business growth.
- Structured the **financial, legal, and tax framework for a joint venture** to co-develop 2.2L sq. ft. of commercial real estate (the group's largest project to date), securing a revenue share of ~ ₹126 Cr. for the firm.
- **Liaised with UHNI investors** co-owning an ageing commercial asset, aligning their divergent goals with the firm's strategy and building consensus to redevelop the asset through its inclusion in the joint venture, maximizing value for all parties.
- **Managed development** of a ~ ₹92 Cr. residential & retail complex (projected profit: ~ ₹63 Cr.) **from planning to go-to-market**, including **product positioning, cost and revenue forecasting, securing 15+ regulatory approvals, raising ₹20 Cr. debt financing, and launch execution**; achieved 42% residential sales within 6 months of launch.
- **Co-managed the firm's equity portfolio**, supporting investment decisions and portfolio monitoring.
- **Modernized organizational systems** by implementing ERP (Highrise) and project management tools (Asana), enhancing operational efficiency and multi-stakeholder collaboration.

Strategy and Business Development Executive | Tara Group | Pune

- Executed a ~ ₹32.5 Cr. land **acquisition deal end-to-end**, driving **negotiations** with 3 landowners and securing the asset ahead of multiple competitors.

Product Operations Associate | ZocDoc | Pune

American health-tech platform simplifying access to healthcare providers (\$1.8B valuation).

- **Developed workflows and SOPs** for a 100+ member client onboarding team, enabling consistent delivery, reducing client churn, and mitigating compliance risks in the dynamic, highly regulated US healthcare industry.

Provider Data Operations Researcher | ZocDoc | Pune

- Led the **end-to-end onboarding, data verification and due diligence** of clients through structured and unstructured research.
- **Collaborated with product team to rapidly repurpose** ZocDoc's SaaS platform as a government COVID-19 vaccine booking tool for the City of Chicago, enabling 630K+ vaccinations (peak 700/min) during a national emergency.

Governing Council Member | Tarachand Ramnath Seva Trust | Pune

Family philanthropic foundation in education and welfare.

- Supervised 6-member team on projects and **advised on strategy, governance, RFPs and corpus management (₹76 Cr).**
- Organised a one-stop camp to enrol 50+ vulnerable families into public & private welfare schemes via the trust's community welfare program, helping deploy potential benefits amounting to ~ Rs 25 Cr. for 184 individuals.
- Co-designed a ₹35L NGO capacity-building grant, partnering with a top accelerator to support 8 organizations in scaling impact.
- Supported the expansion of Saiyam, an addiction prevention program reaching 34K+ adolescents across 50+ schools.

Education

BBA (Accounting and Finance) – *Symbiosis Centre for Management Studies, Pune*

Accomplishments

- Published an article titled "From charity to philanthropy" in Indian Development Review (IDR), Asia's largest media platform for philanthropy & social impact (Nov '24).
- Recognised for exceptional contributions with the "Best Rookie" accolade at the ZocDoc Annual Awards 2021.

Certifications

- The Commercial Real Estate Lease Modelling Master Class, Justin Kivel
- The For-Sale Residential Development Modelling Master Class, Justin Kivel
- The Real Estate Financial Modelling Bootcamp, Justin Kivel