

ADITYA BANSAL

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SUMMARY

A dynamic professional with a strong background in finance and IT. With a Bachelor's Degree in Computer Science and over 10 years of experience, I have honed my expertise in public advocacy, government relations, international business, fundraising, cyber security, and digital marketing. As Partner & CEO of the Family Office of Kotak & Advisory LLP and a trusted Business Advisor to His Highness Sheikh Majid Rashid Al Mualla, I excel in managing investments, overseeing businesses, and providing valuable insights for international growth opportunities. I am a recognized entrepreneur, international business strategist, and finance advisor, contributing to the development of the entrepreneurial ecosystem.

WORK EXPERIENCE

Family Office of Kotak & Advisory LLP, Full Time May 2023 - Present  
Mumbai, India

- Designated Partner & Chief Executive Officer
- Overseeing investment management and portfolio strategies for the Kotak family's businesses.
  - Providing strategic guidance and advice on financial planning, wealth management, and risk mitigation.
  - Building and maintaining positive relationships with HNIs and business partners, leveraging extensive networks for growth opportunities.
  - Assisting organizations in raising funds through strategic financial planning, identifying potential investors, and facilitating fundraising efforts to support their growth and expansion initiatives.

Private Office of Sheikh Majid Rashid Al Mualla, Part Time April 2022 - Present  
Dubai, United Arab Emirates

- Business Advisor
- Driving international business development, including market expansion and strategic partnerships.
  - Providing expert guidance on investments, conducting thorough research, and assessing risks.
  - Cultivating strong relationships with clients, partners, and stakeholders, while staying updated on industry trends.

Quantazis Technologies Private Limited, Full Time October 2018 – May 2023  
Mumbai, Maharashtra

- Founder & CEO
- Setting the strategic direction and vision for the cyber security company, driving growth and profitability.
  - Developing and implementing comprehensive cyber security strategies and solutions for clients.
  - Building and leading a high-performing team, overseeing operations, and ensuring client satisfaction.
  - Establishing and maintaining strategic partnerships with industry stakeholders and clients to drive business development and expand market presence.
  - Partnering with various international Original Equipment Manufacturers (OEMs) to offer a diverse range of cutting-edge cyber security products and solutions, catering to the unique needs of clients and enhancing overall security effectiveness.

Crowdfully India Foundation (Section 8 Company), Not-for-Profit, Full Time June 2020 – February 2023  
Mumbai, Maharashtra

- Chief Executive Officer
- Setting the strategic direction and vision for the incubation centre, fostering a supportive and innovative environment for startups.
  - Identifying and selecting promising startup ventures for incubation, providing mentorship, resources, and guidance throughout their journey.
  - Building a strong network of industry experts, investors, and partners to facilitate collaboration and growth opportunities for incubated startups.
  - Overseeing the operations of the incubation centre, ensuring efficient utilization of resources and facilitating a conducive ecosystem for entrepreneurial success.
  - Monitoring the progress and success of incubated startups, measuring their performance, and providing necessary support to help them thrive.

Cloudrexa Web Services Private Limited, Full Time February 2019 – June 2021  
Mumbai, Maharashtra

- Managing Director
- Setting the strategic direction and vision for the domain, web hosting, and SSL reseller company, driving business growth and market expansion.
  - Developing and implementing comprehensive sales and marketing strategies to acquire and retain clients, effectively promoting the company's products and services.
  - Building and managing a strong network of domain registrars, web hosting providers, and SSL certificate authorities to offer a wide range of reliable and secure solutions to clients.
  - Overseeing operations, including customer support, technical infrastructure, and service delivery, ensuring high-quality services and customer satisfaction.
  - Staying updated on industry trends, emerging technologies, and regulatory changes to proactively adapt the company's offerings and maintain a competitive edge.

Techurve Solutions, Full Time (Strike Off) August 2011 - May 2018  
Mumbai, Maharashtra

- Proprietor
- Setting the strategic direction and vision for the digital marketing and application development services company, driving business growth and market positioning.
  - Developing and implementing comprehensive digital marketing strategies for clients, including search engine optimization (SEO), social media marketing, and content marketing.
  - Leading a team of skilled professionals in designing and developing custom applications and software solutions for clients, meeting their unique business requirements.
  - Building and maintaining strong client relationships, understanding their goals and objectives, and delivering high-quality services and solutions that drive results.
  - Keeping up-to-date with the latest digital marketing trends, technologies, and industry best practices to offer innovative and effective strategies to clients.

OTHER VOLUNTEERING ORGANIZATIONS ROLES

Position: Mentor  
Organization Name – AIM Niti Ayog  
Dates volunteered: February 2023 – Present  
Cause: Education & Entrepreneurship Development

Position: Mentor  
Organization Name - Indian Institution of Bombay - E Cell (Eureka & The 10 Minutes Million)  
Dates volunteered: August 2022 – Present  
Cause: Education & Entrepreneurship Development

Position: Director  
Organization Name - Lions Club of Mumbai Island, Mumbai  
Dates volunteered: Jul 2020 – March 2023  
Cause: Social Services

Position: National Co-ordinator  
Organization Name - Indian Chamber of Commerce for Affirmative Action, Mumbai  
Dates volunteered: Jan 2020 – May 2023  
Cause: MSME's Business Association

Position: Chairman, Affirmative Action Hub  
Organization Name - Vibrant India Economic Council, Thane  
Dates volunteered: Jun 2021 – May 2023  
Cause: MSME's Business Association

Position: Secretary  
Organization Name - Chhatrapati Gramvikas Bahuuddeshiya Sanstha, Pune  
Dates volunteered: Jan 2019 – December 2020  
Cause: Social Services

Position: Technical Lead  
Organization Name - Shiksha Kranti Foundation, Delhi  
Dates Volunteered: Oct 2018 - Present  
Cause: Education

Position: Information Security Officer - Thane District  
Organization Name - All India Labour Welfare Sewa Sangh (AILWSS), Delhi  
Dates volunteered: Jan 2019 – Present  
Cause: Social Services

EDUCATION

<b>University of Mumbai, Full Time</b> Bachelor of Science (Computer Science) G. R. Patil College, Ambernath	March 2013 – March 2020
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CERTIFICATION

<b>Maharashtra Centre For Entrepreneurship Development</b> An Autonomous Society working under Directorate of Industries Government of Maharashtra Residential Entrepreneurship Development Programme (REDP) – 18 Days Training	Completed - February 2018
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