



# Khusrav Bharucha

Business Development, Accounts Receivables and Operations Specialist

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## Languages

- English (Native)
- Gujarati (Native)
- Hindi (Fluent)

## About

With extensive experience in client relationship management, business relationship management, operations and receivables management and a proven track record in boosting revenue through meticulous portfolio management, I excel in luxury retail settings. Fluent in English, Gujarati, and Hindi, my skills in CRM, styling, upselling, and product demos make me a versatile candidate for temporary retail roles.

### BRANDS WORKED WITH

- Bank of America & ABN AMRO
- Citibank
- Lodha Group
- NMC AssetCo Limited
- SQUARE YARDS PVT LTD.

## Experience

### ● Operations & Finance - Accounts Receivables

NMC AssetCo Limited | Jul 2016 - Sep 2023

Specialized in handling / demonstrating to turnaround active struggling assets into revenue generation assets on aging receivables and payment issues.

Assigned to Lead & handle defaulter base insurances & corporates companies for Dubai Region for NMC Healthcare and stabilizing the same. Worked on 'Price Reduction' project for outsourced laboratory tests with Emirates Group of Hospital Dubai.

Maintaining accuracy and efficiency with respect to insurances, Tpa's and corporates with their respective billing & payment process, collections and follow ups through mails and client meetings.

Portfolio management, Client relationship management, data analytics, specifics analysis on data validation and visualization.

### ● NRI PorBolio Manager Premier Sales

SQUARE YARDS PVT LTD. | Dec 2015 - Apr 2016



### ● Asst Manager Revenue Strategy (CRM), Loyalty Sales

Lodha Group | Jul 2014 - Nov 2015

### ● Service Manager

CiNbank | May 2012 - Jun 2014

### ● Team Developer, Custody OperaFons

Bank of America & ABN AMRO | May 2007 - Mar 2012

References available upon request.

## Education & Training

2023 - 2024

### ● University of Exeter

Master of Science in Sports Management, Sports Management

2009 - 2011

### ● University of Mumbai

Master of Commerce,

2002 - 2007 ● University of Mumbai

Bachelor of Commerce,