

BIO - Vishnu Gaurav Krishna



Vishnu Krishna is a Senior Management professional with a strong background in Strategic Management & Consulting, International Business Development and Cross Border Trade & Investment.

He holds a Bachelor of Engineering (Mechanical) with a Post Graduate Diploma in Management majoring in International Business and Marketing. He is proficient in International Business Development, Strategic Management, Cross Border Alliancing, Key Client Servicing, Account Management, CRM, Marketing and Brand Management with an ability to improve stakeholder returns.

His work experience began in 1999 as an Assistant Manager at [Gabriel India Limited](#) that saw him managing the procurement of raw material from local & international suppliers on a regular basis; managing the logistics and inventory and achieving cost reductions through Value Engineering and Supply Chain Management.

Moving upstream with [Alpine Electronics](#) India Liaison Office, he reported directly to the Managing Director of Asia-Africa-Oceania region based out of Singapore. He was instrumental in building the Alpine brand in India during the period 2000 till 2006. Under his leadership, the company achieved many milestones including opening an exclusive mobile media showroom in the heart of New Delhi – an industry first. He actively implemented new product launches conducting market research to underpin changing customer tastes in retail mobile electronics. During his time with the company, the OEM business peaked with Vishnu in charge of key client accounts like Honda, Toyota, Skoda, and General Motors in India.

In 2006 Vishnu joined the [Australian Trade Commission](#) in New Delhi and with consistent above par performance rose to become the Team Leader of Austrade's South Asia Infrastructure Team delivering impressive results relating to export and investment services to Australian companies looking to enter or expand in the region. Sustainable Infrastructure, Real Estate, Ports, Roads, Airports, Railways, Construction & Environment were the core areas in which Vishnu provided his business development expertise to interested Australian companies. Part of his role was also to look at the activities of his South Asia team and look for innovations to improve efficiency resulting in higher value addition to his clients.

In 2013, he became the Founding Partner of [Aurulent Consulting](#), a boutique consulting firm that was set up to facilitate India market entry of international companies. Vishnu worked with foreign enterprises that were interested in market development and operational set up in India. Through effective networking and relationship management Vishnu won assignments from companies in Europe, USA and Australia. In early 2014 he became part of [Alliance experts](#), an organization registered in the Netherlands consisting of International Business Development professionals who assists companies to expand their footprint abroad profitably.

In his current assignment, as the Director and shareholder of [Octagona India Private Limited](#), Vishnu leads a fast growing management consulting firm of Italian origin in India that works with its clients in areas related to India market entry, local incorporation, strategic consulting, accounting taxation, compliances, HR, legal and secretarial support. Vishnu is also appointed as Local Resident Director in many of his client companies. As of today, he is a Resident Director in 12 private companies incorporated in India giving them strategic advise, assisting them in HR matters and also ensuring that they are compliant in all aspects.

Awareness of markets and industries; understanding of an organization's value proposition; application of business acumen and commercial expertise; productive networking; leveraging internal and external relationships; sustaining collaborative environment; strategic thinking; delivering on programs & projects and leading change are his core capabilities. On the large-scale, he understands the global operating environment; the application of financial and resource management skills as well as public and private sector organizational processes.

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