



Residence:

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## Career Path:

Started as an innovative small agro entrepreneur and primary school teacher as a teenager. Slowly progressed to entrepreneurship that created impact on national level in education. Became the most sought teacher of conflict resolution and negotiation subject for masters' level in all four top universities in Nepal. Shifting the use of time, knowledge and resources for self to family to community to the nation and beyond slowly. Continued entrepreneurship, academics, consulting and social works side by side. Lately, focusing more on conflict resolution and negotiation, especially in the realm of global trade and investment to benefit larger community and the human civilization as a whole.

## Works as:

Researcher, Arbitrator, Mediator, Negotiator, Auditor, Accountant, Teacher, Trainer, Entrepreneur

## Also known as:

Social Entrepreneur, Investor, Writer, Motivator, Counsellor, Coach, Mentor, Public Speaker

## Areas impacted:

Dispute resolution and conflict management, business and startups, social entrepreneurship, corporate governance, revenue and taxation education and academics, philosophy, art and culture, sports, music, literature, women and youth empowerment, trade skills, innovation

## Through Various above Activities Impacted to:

- Total number of individuals impacted: 100,000+
- Fee paying trainees who attended my workshops and training: 25,000+ (included in total individuals impacted)
- Total institutions/organizations (business/govt/semi-govt/social) impacted: 1,000+
- Students taught (primary school to masters in university): 5,000+

- Trained/ taught negotiation/conflict management to: 5,000+ (included in total impacted no of people)
- Motivated/Spoke to/Coached/Counseled/Guided/Mentored (individual, group and mass): 45,000+ (included in total number of people impacted)
- Number of persons supported financially: 500+
- Number of organizations supported financially: 100+
- Number of people found jobs/employment for, for free: 500+
- Number of organizations found staff for free: 200+
- Number of candidates interviewed for job on behalf of employer-client, professionally: 1,000+
- Age groups worked with: 15-85
- Nationalities worked with in profession and social: 35+

## Professional Side

### Thirty Six Years of Work Experience:

Started working as a small innovative agriculture entrepreneur at the age of 16 motivated by pressing need to fund own and family basic needs. Kept on adding new feathers like teacher, trainer, accountant, auditor and then negotiator. Since then, besides professional and academic activities doing some innovative entrepreneurship and investments frequently.

### Leadership:

Started as a College Students' Union President and lately served as National Level Chartered Accountants' Association President

### Conflict and Negotiation Cases Handled:

Handled more than 70 business conflict cases (contractual, FDI, JV, supply, construction, HR, shareholding, partnership, most of them are solved, some of them are well known cases all over the country. Clients' major deals negotiated are more than 30 and own deals negotiated are more than 20. Total value of conflict cases/business deals negotiated in Nepal is approximately 500 million USD.

### International/Global Conflict Cases Handled: (some of)

- One of the top 5 Chinese banks and "A" class Nepali bank ,
- Billion dollar Japanese garment manufacturing company, it's Indian partner and largest garment manufacturing company of Nepal,
- Billion dollar beverage manufacturing company in Philippines and it's franchisee in Nepal, one of the top 3 Nepali beverage manufacturing companies
- One of the renowned New York based fashion brand and it's Nepali supplier/manufacturer,
- Indian construction contractor and it's Nepali sub-contractor,

- A Dubai based investment company and a Nepali industry manufacturing high value plant extract
- A Norway government funded trust and a top hydropower generating listed Nepali public company

## Served in Boards:

In 9 different boards including Nepal Government's only airlines corporation, top private colleges, number one innovation center, non-profit, charity and social organizations of Nepal.

Presently, serving as:

- A board member of National Innovation Center, a public funded profit not distributing only research center in Nepal,
- A patron of only folk musical instruments museum of Nepal, a non-profit organization
- A president of Eye Donation Society, a social organization
- A past president of The Association of Chartered Accountants of Nepal
- A treasurer of Nepal Council of Arbitration (NEPCA)

## Served in Committees:

Served in more than 50 high level/professional committees formed by ministries, government departments, professional bodies, associations, investigation agencies etc. Some of them are International Committee, Training Committee at Management Association of Nepal, Nepal Red cross Society, Ministry of Industry and Trade, Ministry of Finance, Ministry of Education, Inland Revenue Department, Social Welfare Council, Company Registrar's Office, Prime Minister's Office, Economic Committee of Parliament of Nepal as an expert, Planning Commission of Nepal, various Government Corporations, The Institute of Chartered Accountants of Nepal and many more.

Has been involved in detection and investigation of financial frauds of five different organizations of national level.

## Research Done: (no academic research done so far)

- Family business leadership transition and conflict in Nepal
- Collection and utilization of garbage in Kathmandu Valley and revenue projection with pricing,
- Utilization pattern of remittance coming to Nepal by households
- Pattern of collecting, processing and selling river natural resources in Nepal presented and advising to PM office, line ministries, chamber of commerce and product association
- Trend analysis of animal sacrifice in temples in Nepal to present in Asia Pacific Vegetarian Conference, Bangkok, Thailand

## Commercial and Social Entrepreneurship Journey:

- Ventured new enterprises/projects of own (single, family members, partners): 15
- Partnered with various individuals in business: including successful ministers: 75+
- Persons employed in different business and organization promoted by self (solo and partnership): 500+
- Conceptualized and promoted number one trade skill training center in Nepal
- Some of the ventures are/were first time in Nepal or the constituency

## **Few More Facts on Professional Works:**

- Clients (governmental, private, public corporation, non-profit, INGOs, projects, high net worth individuals) served as auditor and consultant leading the team representing my firm as a managing/senior partner: 300+ in 27 years
- Papers presented: 5+
- Articles/Op-ed published: 10+ (no academic articles with citation)
- Financial fraud investigations done: 5
- Liquidation done: 5 (including one central bank licensed C class bank, one government owned company)
- Biggest client served with annual turnover: USD 2.5 Billion
- Crisis managed for clients, first hand: 10
- Board/ Committee/ Team/ Project/ Negotiation & Mediation / Crisis / meetings attended or hosted: 1,000+
- Development program reviewed/evaluated: 10+
- Business feasibility studies done (self and in team): 150+
- Sessions chaired as MC/host/moderator: 100s

## **Academic Side:**

### **Formal Academic Qualifications:**

- Chartered Accountancy (CA), 1,400 full marks, from the Institute of Chartered Accountants of India, Mumbai, India in 1997
- Master's Degree in Sociology, 1,000 full marks, from Tri-Chandra Multiple Campus, Nepal, in 2008
- Bachelor of Law, 1,500 full marks, from Nepal Law Campus, Kathmandu, Nepal, in 2009
- Post Graduate Diploma in Alternative Dispute Resolution (Proximate Education), 600 full marks, from NALASAR University of Law, Hyderabad, India, in 2009
- Post Graduate Diploma in Psychological Counselling, 500 full marks, from Tri-Chandra Multiple Campus, Nepal, in 2010
- Masters of Commerce (equivalent), issued by Curriculum Development Center, Tribhuvan University, in 2010
- MPhil-PhD in Conflict, Peace & development Studies at DCPDS, TU (undergoing)

## **International Professional Training attended:**

Attended professional training and executive programs in the area of negotiation, fraud detection and investigation, internal auditing and other soft skills various institutions abroad including PON @ Harvard, The Institute of Internal Auditors, USA, International Center for Alternative Dispute Resolution, India, The Institute of Chartered Accountants of Sri Lanka, Sri Lanka) and more from domestic institutions.

## **Academic Works - Delivered:**

- Course book on Commercial Law, 100 marks, for Foundation Level CA students written for limited circulation to the students
- Taught in schools, colleges and universities (primary to university, credit courses): 15 various institutions in the last 34 years
- Students taught (primary to university): 5,000+
- Subjects taught, progressed and switched to: 10 different subjects from primary to university level
- Non-credit course modules developed/ training manual designed mainly in the area of finance, accounts, business laws, conflict resolution and negotiation : 50+

## **Social and Personal Side**

### **Social:**

For over 3 decades and since 27 years in larger scale, has been providing advice to not for profit/ social organizations for free, has built community library with 6,000 books in a remote village where underprivileged and excluded people reside, has provided financial support to individuals in need, mainly to settle crisis, start new small enterprises, pay medical expenses, gifted books and study materials and paid tuition fees to needy students, supported financially to organizations, found jobs/employment to fresh graduates and those who do not have good contacts and access, found staff to newly established and running organizations, got people connected to each other for different purposes, gave reference to people for partnership and employment, chaired various talk programs and sessions as chief guest, served as advisor in social organizations, guided startups for free, provided short term interest free personal lending to needy people, appeared as a guest in conferences sharing dais with prime ministers and persons of high repute, served as a judge/ jury/ panel member in HULT prize competition of top four universities, beauty contest and talent hunts, motivated/spoke to/coached/counseled/guided/mentored to individuals, groups and mass in a huge scale.

## Personal:

56 years, 168 centimeter in height, 137 pounds in weight, whitish complexion, born and brought up in Chitwan, Nepal, living in vegan diet and lifestyle, does long walking, running and cycling, can walk up to 40 miles a day and can cycle up to 120 miles a day, has climbed up to 6,000 meter mountain in Nepal. Has attended meditation and mindfulness sessions by Thich Nhat Hanh at Plum Village and since then practicing the same.

Has extensively travelled within and outside the country for work, conferences, training, vacation and adventure, has been to 55 countries and within Nepal 65 districts out of 77, Poems/Songs/Literature written: 100+, Songs recorded: 7, Music video done: 2, National level television programs appearance: 10+, Featured in National level newspaper and magazine: 10+, books in personal library: 1,000+, Negotiation book titles in personal library: 75, Number/designs of pens collected: 1,000+ in personal pen museum.