



Mr. Vinay Piparsania — New Delhi

Business Advisor for India

Mr. Vinay Piparsania is an international business development consultant and marketing expert with hands-on technical, financial, and public relations experience. He is a global automotive industry veteran, with over 30 years of transnational experience in senior leadership positions in emerging markets of India, Asia Pacific, and the Middle East. He has been associated with leading multinational companies including, Ford, GM, BMW Group, Shell, Hyundai, Isuzu, and the Hero Group, strategizing market entry, sales, and distribution strategies. Mr. Piparsania was associated with Ford Motor Company for 20 years, leading marketing, sales, and service of new product launches of Ford in India, the Philippines, Asia Pacific and at Ford's Global Business Services (GBS).

He also served as Global Automotive Consulting Director with Counterpoint, a leading Asian research firm, monitoring technology, and market trends in the automotive, mobility, and telecommunications space, providing clients with analytics and insights on developing opportunities, and the impacts of ever-changing government policies around the region.

Mr. Piparsania was also the first CEO of the Endowment Management Foundation of the Indian Institute of Technology, Delhi, (IIT Delhi), India's foremost science and technology university. He has led the operational establishment of IIT Delhi's endowment fund, a first of its kind in India. He remains actively involved and networked with IIT Delhi's prominent global alumni, faculty, and other stakeholders, supporting the advancement of IIT Delhi's mission and objectives.

With his deep operational, technical, and strategic expertise across many industries and geographies, Mr. Piparsania is a much sought-after advisor, consultant, speaker, panelist, and mentor/coach.

He holds a mechanical engineering degree from IIT Delhi; an MBA from Tulane University, New Orleans, USA; and has undertaken the Executive Management Program on "Building a Global Enterprise - India" by Harvard Business School.