



AKMC

Ashwini Kumar Management Consultants

We At, AKMC, Believe That We Are Not Consultants. We Are Your Growth Partners. We Will Co Share the Vision With You And Help You

We at, Akmc, believe that we are not consultants. We are your growth partners. We will Co Share the vision with you and help you to identify gaps, plan remedies, develop and execute strategies that will allow you to achieve your desired goals.

We Help Businesses 'Turn Around', By Using Strategic Tools And Expert Intelligence In Making Business Grow Exponentially And Improve Profitability, By Building Just The "RIGHT DESIGN " To Negate Competition And Stay Sustainable.

Consulting Services



**Business
Growth**



**Country Entry
Services**



**Sales And
Scalability**



**Equity
Partnership**



**Brand
Communication**

OUR BUSINESS NEEDS TO STAY DYNAMIC IN A COMPLEX ECOSYSTEM

Evaluation Of Current Status

Assessing Your Current Marketing Strategies To Understand Your Target Customers, Their Wants Against What Your Business Provides And How Your Brand Is Communicated Against Them. Identifying Your Competitors And Their Position In The Market Is Equally Important For Your Business To Grow. We Study These Factors And Strategize Your Further Business Plans To Make A U-Turn For Your Business.

Goal Setting

Setting A Goal For Yourself Is Very Important In Order To Grow And Therefore, After Analysing Your Market, Competitors, Distribution And All Other Channels, We Set Targets For Your Business To Achieve In A Given Period Of Time. Starting From Short Term Goals To The Long Term Ones, It Is Important To Keep Trying For Their Fulfilment.

Plan Of Action

After The Goals Are Set, It's Time To Create Ways To Get To Them. Our Team Of Specialized Executives Devises Business Plans Of Action To Execute Them And Get To The Desired Results.

Reviewing

We Need To Review Our Working Plans And Condition From Time To Time To Keep A Check Whether We Are Moving In The Right Direction At The Right Pace Or Not. Failing To Do So May Result In A Business Drifting Away From Their Set Milestones.

Brands New To The Market Need To Get Agent Who Knows The A To Z Of The Interested Market And Its Functioning. To Enter Into Any Market, It Is Crucial To Locate The Target Market And Associate With Good Partners Who Have The Knowledge Of The Local Market Well And Are Totally Familiar With The Procedural Issues. We Help You For Entry For The Following Countries:

- INDIA
- AUSTRALIA
- CANADA
- AFRICA

We Also Assist You In Exporting Your Goods To Other Countries. We Help You In Completing All The Paperwork In The Governmental Procedures, Which Can Be Tiring For Someone Entering In A New Territory. We Also Connect You With Market Representatives Who Provide On-The-Ground Help In Assisting In The Implementation Of The Export Services.

Sale and Scalability

Conventional Route (Brick & Mortar)

We Advise Companies On How To Create And Manage Sales Distribution. From C&F > Distribution > Dealers > Retailers

Franchises Route

We Help In Creating Effective Franchise Business Plans I.E.: – Creating Business Models, Sales Plans To Finding Suitable Franchise Partners.

Online Route

Our Digital Marketing Team Along With Expert Marketing Consultants Helps In Devising Very Effective Online Presence, Resulting In Good Sales Numbers.

International Markets

Business Beyond Borders Always Gives Higher ROI As It More Often Than Not Are High Volume Transaction. With Our Expert Team Network We Help In Sourcing And Placement Of Products & Services.

Rural Markets

We Are Gunghoo On Our Rural Markets. The Next Big Boom Will Come From This Segment It's Very Tough To Penetrate These Market But We Have Mastered The Art Of Overcoming This Challenge.

Equity Partnership

Angle

People Who Have Extra Cash And Are Looking For A Greater Rate Of Return Than Would Be Getting From Traditional Investments Are Known As Angel Investors. An Angel Investment Is Where The Investor Gives Funding In Return For Taking Equity Position In The Company. Angle Investors Generally Hold About 20 To 50 Percent Stakes In The Companies They Invest.

Venture Capital

Venture Capital Or VS Investment Raises Funds From Family Offices, Institutional Investors (Pension Funds, Endowment Funds Etc.) And Top Net Worth People (With Assets More Than A Million Dollars) Those Who Permit The VC Firms To Handle Their Investments. VCs Give The Opportunity For The Expansion Of The Firm, No Obligation For Repayment. It's Easy To Locate And Has The Benefit Of Dilution Of Ownership And Control.

IPO

Initial Public Offering Is The Process Through Which A Previously Unlisted Company Or A Private Company Can Go Public By Selling Its Stocks, New Or Existing To The General Public. The People Investing In IPO Get Access To Capital To Fund Growth, Creation Of Liquidity And Potential Exit For The Current Owners, Maximum Value Of Money. It's Easy To Analyze, Almost Risk Free And It Is The Best To Invest In A Stock If Aiming For Long Term.

Mergers & Acquisitions

Investors In M&As Can Get Better Access To Larger Market Can Diversify Their Portfolio, Acquiring Or Merging With Another Firm Is Generally Cheaper, Get New Possibilities Offered By A New Market And The List Of Perks Go On.

Consultants

CA Ashwini Kumar

B.Com(H), M.Com, LL.B, F.C.A., D.I.S.A (ICAI)

Practicing For Last 35 Years. Professional Exposure Includes Audits In All Its Segments, Corporate Law Compliance And Secretarial Services, System Analysis And Advisory Services, Direct Tax Law Practices, Indirect Tax Law Practices. MIS Reporting, Feasibility Study

Krishna Das. J

Master In HR, HR Professional

Highly Experienced And Renowned Human Resource Manager. He Has Trained More Than 10000 Individuals To Improve Their Productivity, Leadership And Management Skills.

Rajat A. Vaid

Honour's Grad, CU, Turnaround Catalyst

He Has Been Instrumental In Changing The Business Landscapes Of Various Brands Through Innovative, Strategic And Marketing Solutions. He Has Been Driving AKMC As The Executive Head And Has Been Instrumental In All Major Closures For The Firm Since Last 9 Years.

Mukund Purohit

CMD, Neapolitan Pizza Ltd.

Mukund Purohit Is Indo Canadian Entrepreneur Who Is A President And CEO Of V-Care Group Ltd. Advisor – Ministry Of The Economy, Canada, MD – N-Viro Fertilizer India Pvt. Ltd. & Co-Chair – Canadian Friend's Of Gujarat. He Is A Visionary Man, Heading The Neapolitan Pizza Chain Efficiently. His Rich Cross Industry Experience Brings A Lot Of Invaluable Insight

Rtd. Wing Commander Vijay Tiwari

B.E. (Mechanical), M.E. (Aerospace Engineering), M.Sc

Over 25 Years Of Rich And Multi-Disciplinary Experience Of Aircraft Fleet Management, Facility Management, Contract Negotiations/ Implementation, Project Management And Maintaining Complex Aviation Systems In Indian Air Force. Currently, He Is Heading A South Africa Based Arms Manufacturing Company's Indian Subsidiary. His Extraordinary Technical Expertise Brings Forth Strategic Insight In Complex Scientific Matters.

CA Jyot Shukla

M.Com, FCA, ACS, CAIIB, IPR (Geneva)

He Is Chartered Accountant & Company Secretary With More Than 10 Years Of Post Qualification Experience In The Fields Of Finance, Accounts, Banking & Audit. He Is Having Specialization In The Areas Of Project Finance, Debt & Equity Funding For SMEs & Corporate. He Worked With One Of The Leading Private Sector Bank As Location Head – Baroda Region And Looked After SME Business Loans, Mortgage & Retail Working Capital Business.

Mahipal Vala

B Tech, NID, Tech Expert

An IT Expert Specialising In GIS Projects. He Has Experience In Working In More Than 10 Countries On Various On Site Projects.

Nirav Parikh

MBA Finance, Investment Banker

He Has Hands On Experience In Capital Markets, Managing Companies Structured Finances And Raising Capital From Primary And Secondary Markets, Is His “Forte “

L S Bhardwaj

IIHM, MBA Finance, Ex. Banker

He Had Been Banker For 18 Years, Working With Various Leading Public Sector And MNC Banks. Now Advising HNI's In Wealth Management.

Brand Communication

We Have Experienced Professionals On Board Who Have Created A Difference In Marketing Communications And Strategies To Neutralise The Ever Changing Trends In Advertising World And Now Nothing Thrills Us More Than Driving That Change.

We Rely On Market Research And Proven Experience To Select The Best Media For Your Product Or Services, Which May Include Social Media, Print, Broadcast, Mobile Marketing, Outdoor, Internet Marketing And Many More Innovative Ways.

GET IN TOUCH



+91 99250 16035



www.akmc.co.in



rajat@akmc.co.in



304, Sri Ram Centre, Near Malhar Point,
O.P.Road, Vadodara, Gujarat