

Nirav D Shah

CEO, Zyapaar

Address: Ahmedabad, INDIA

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WORK EXPERIENCE

Co-Founder & Chief Executive Officer | Lets Talk Business Pvt Ltd **Jan 2022 - Present**

Indian MSMEs are the potential growth drivers of the economy, there is a huge opportunity to enable the MSMEs on digital Platforms. To tap the opportunity available in the MSME space founded Zyapaar which helps MSMEs with connecting & collaborating with potential buyers and suppliers of the products. Zyapaar - a B2B discovery and Networking platform is currently community of 75000 MSMEs and we are looking to take it to 10 lac users by end of 2025. Zyapaar is currently on Freemium model and have just started generating revenue. We are also going to embed finance on the platform to help MSMEs get hassle free funding for their business growth. We are also Gujarat's only Seller App on ONDC. We have onboarded more than 600 merchants on ONDC seller app and help them sell on the ONDC network.

Sr Vice President | HDFC Bank LTD **Oct 2007 - Jan 2022**

- Led the Government & Institutional business division during my tenure at the bank.
- Managed and motivated the team to acquire Government schemes, boards, corporations, and autonomous bodies, providing tailored financial solutions to enhance their financial management.
- Executed expansion strategies and oversaw operations in the West, Central & South India regions.
- Functioned as the Zonal Head for Government & Institutional business, contributing to the development of both conventional and technology-driven products for departments, including PFMS-related products.
- Spearheaded a remarkable 25-fold growth in Government business for the bank during my tenure.
- Collaborated with the central product team to develop guidelines for opening Trust, Association, and Club accounts, leveraging my extensive experience and expertise in the field.

Project Manager | Karma Art Management, Ahmedabad **Apr 2007 - Oct 2007**

I am working with Karma for the purpose of launching an art fund. Product designing & all the other commercial aspects about the legal structure, taxation & marketing issue are taken care by me.

Wealth Manager | ICICI Bank **Jun 2006 - Dec 2006**

Servicing of Super HNIs & selling various asset class to the client based on their financial needs. Product basket contained Mutual Fund, Real Estate Fund, Online Trading Accounts, Deposits, Gold, Art Fund etc.

Branch Operations Manager | ICICI Bank **Apr 2005 - Jun 2006**

Handling day to day operations at the branch. Ensure service quality standards set by the organisation are met. No deviation in audit standards are there and also drive retail business.

Asst. Manager | TORRENT PHARMACEUTICALS **Mar 2003 - Apr 2005**

Various job profiles at Torrent Included handling of accruals payable, developing report for billwise break up of accounts payable, execution of land deal for new pharma project, exports accounting. I also handled S&D module of SAP/R3. I was monitoring finished goods inventory & receivables.

EDUCATION

B.Com - Commerce | Gujarat University **Jan 2001**

CA | Institute of Chartered Accountants of India **Jan 2002**

LLB | Gujarat University **May 2007**