



I have been a strategy advisory consultant for over two decades, working with TCS, PwC, KPMG, GE Capital and Accenture.

I help clients develop growth strategy through new products/services and market entry initiatives; and execute through change management and program management.

INDIA PROPERTY MARKET REVIEW

INTERNATIONAL PROPERTY DEVELOPER

Client Description

The client was an international property development and management company specializing in the luxury commercial and residential space.

Process

- Collection and analysis of secondary data from public sources on property trends
- Assessment of legal environment and variations between cities
- Interviews with a sample of regional property development firms
- Interviews with large property dealers in each location

Issue/Need

Review of the residential and commercial property market in three Indian metropolitan cities to understand scope for client.

Deliverables

Trends in prices, features, consumer expectations, key development players, and commercial terms.