

THE INDIAN OPPORTUNITY

Symposium on selling in India & Studies of failures and successes

Date: Thursday, 21st Feb 2019
Time: 5 PM to 9 PM
Venue: Delirium, Brouwerij Huyghe,
Geraardbergsesteenweg 4/B, 9090 Melle
Belgium

Programme:

5:00 PM Registration Meet and Greet Session
5:30 PM Welcome by Baron Philippe Vlerick,
Chairman of BICC&I
5:45 PM Introduction and Keynote by
Matthieu Lecompte
6:00 PM Case studies on failures and success of
International companies in India by
Varun Indra Gajra
6:20 PM Case studies on working with the
Government for State and National
Projects by Giriraj Pai Vernekar
6:45 PM Discussion on successfully managing
International teams and projects by
Tom Hertsens
7:00 PM Vote of thanks by Celeste Zhu

Drinks and Walking Dinner to follow

SPEAKERS



Baron Philippe Vlerick



Varun Indra Gajra



Celeste Zhu



Giriraj Pai Vernekar



Matthieu Lecompte



Tom Hertsens

RSVP

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Entry by invitation and for the
members of BICC&I and FIT

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SPEAKERS PROFILES



Baron Philippe Vlerick, BICC&I

Philippe is the owner, Chairman and CEO of several businesses in Belgium and Abroad. He is currently the Chairman and CEO of Vlerick Group (Belgium) and UCO NV. In addition, he is the Chairman of Pentahold, Festival Van Vlaanderen and the Vice-Chairman of KBC Group, Corelio, Smartphoto Group and Durabilis. Philippe is also a member of the Board of Directors of Exmar, Hamon & Cie, Besix Group, BMT, Etex and L.V.D. (Belgium).

In 2006, he was elected as Manager of the Year by Trends, a leading business magazine in Belgium, was granted the title of Baron in 2008, and became Commander of the Order of Leopold in 2013.



Varun Indra Gajra, Gajra Pai & Zhu Limited. India

Varun started his first company when he was 14 and has a first-hand experience in Manufacturing, Financial Markets and Consulting. He has acquired significant international experience in financial, legal and compliance environments over the last 15 years.

Varun worked with JP Morgan Chase and HDFC Standard Life Insurance before founding GPZ.



Celeste Zhu, Gajra Pai & Zhu Europe N.V.

Celeste has spent a significant amount of time across India, South East Asia and Europe working with companies in different verticals. She has an in-depth understanding of the Indian, Chinese and Belgian business environment and possess extensive experience in building relationships between Indian and Chinese and Belgian companies.

Celeste has worked hands-on to set up manufacturing units for a number of clients. She can speak Chinese, English, and Tamil.



Giriraj Pai Vernekar, Gajra Pai & Zhu Limited. India

Giriraj is a Policy Consultant, specializing in the areas of Aerospace, Defense and Security related matters. He has also served in the Government, as Special Assistant to the Hon'ble Chief Minister of Goa, during 2012-2015. During the period, he observed and participated in policymaking.

He was also the Founder General Secretary of NGO 'Friends of Good Governance' which played a stellar role in the change of Government Policy in Goa in the year 2012.



Matthieu Lecompte, Gajra Pai & Zhu Europe N.V.

Matthieu is a lawyer and a member of the Belgium Bar Association since 2003. He has expertise in contract law, negotiations, immigration law, construction, liability, public law as well as public procurement. A graduate of law from the University of Ghent, Matthieu has held several positions at a number of national law firms in Belgium. He also has an excellent track record of working as an external legal expert assisting and reshaping internal legal departments of several listed and unlisted companies.

Matthieu practices in two languages - Dutch and French, and is fluent in English and German. Matthieu is based in Ghent.



Tom Hertsens, Gajra Pai & Zhu Europe N.V.

Tom works in the technology sector at a major Fortune 100 company, at a senior management role. With over 20 years of experience, Tom has expertise in commercial and management functions and has built an excellent international network.

Tom is based in Ghent.

