



MANISH SAIGAL

MANAGING DIRECTOR

MUMBAI

quick facts

- India Co-lead of the Business Transformation Services practice
- Leads strategy, market entry, commercial and operational diligence, and post-merger integration offerings for A&M in India
- Deep industry experience in transport and logistics, consumer and engineering sectors



Manish Saigal is a Managing Director with Alvarez & Marsal in Mumbai and leads the firm's Business Transformation Services practice in India. He advises on strategy, market entry, commercial and operational diligence, and post-merger integration offerings for A&M in India.

He brings more than 17 years of rich experience in strategy, operations, private equity (PE) and M&A consulting. He specializes in market entry strategy, business planning, commercial and operational diligence, integration and separation advisory and bid advisory for PPP projects.

Mr. Saigal has advised clients within leading global and Indian corporate, PE firms, government and public-sector companies on strategic, operational and policy-related matters. He also brings deep industry experience in transport and logistics, consumer and engineering sectors.

Before A&M, he spent 11 years with KPMG India, where he most recently served as Partner in their Transactions and Restructuring group. There, Mr. Saigal also led the Strategy and CDD practice. He served as the national leader for their transport and logistics sector.

Earlier, he served with KPMG's business performance group and led some of the leading transactions and consulting assignments in India. Examples of these deals involved: a leading ethnic women's wear retail company, a diversified logistics company; an automotive company, a supply-chain integration for a pharmaceutical firm, a long-term strategy and business plan for Mumbai Port, and a balanced score-card design and implementation for a global oil and gas company.

Before that, Mr. Saigal worked with Arthur Andersen's business consulting practice for almost four years, focusing on strategy and operations areas for clients in the auto, logistics, consumer products, power utilities and pharmaceutical sectors. He started his career with Asian Paints, a leading paint company in India as part of its supply chain and corporate planning team.

Mr. Saigal has also served on such high-profile industry committees as Dr. Rakesh Mohan's national task force on integrated multimodal logistics framework, the steering committee for the CII National Logistics Summit, and the CII national committee for ports.

Mr. Saigal is a B.Tech and rank holder from Indian Institute of Technology – Kanpur in 1996 and completed an executive management program at IIM Ahmedabad. He has authored several thought leadership articles on emerging trends in transportation and logistics.

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