

Rakesh Khanna

Chief Advisor, Development Alternatives Group

Rakesh Khanna has more than 35 years of experience and is currently a member of the Corporate Management Branch of the Development Alternatives Group, where he is in charge of building partnerships with businesses, networks and is a member of the strategic team of the Group. The Development Alternatives Group is and was conceived as a social enterprise in the real sense; more information is available at www.devalt.org. He is also the CEO of TARAhaat information & Marketing Services Limited (A limited company that is a member of the Development Alternatives Group)

Rakesh is also one of the founding directors of TARAhaat information & Marketing Services Limited (a commercial affiliate of the Development Alternatives Group set up to develop rural markets and create relevant products and services) and was its C.O.O. during the initial six years of its growth. He was actively involved in conceptualization, planning, on-ground Implementation and training including development, testing and refining of TARAhaat's business model in rural areas. He has been instrumental in setting up a network of franchised TARAKendras (Rural ICT Centres) and developing content, products and services customized to local needs and establishing strategic partnerships. He directed the Company's relationship with USAID, Microsoft and National Institute of Smart Government, among other activities. More information is available at www.tarahaat.com

He was in the corporate sector for more than 25 years till 1999 before deciding to get involved with initiatives that focus on Developmental activities. His involvement was in general management, business development, marketing and sales. His assignments included, re-engineering strategic direction and implementing business development for Eurus Network Services Pvt. Ltd. Visiting Denmark over extended periods of time with Green City India to assess Danish technologies, their suitability in Indian conditions including finding the right match and method for transfer to Indian companies. With the Gadgil Western Group he was based in India and Dubai for coordinating implementation of a new refinery technology, was also responsible for business development, marketing/promoting garbage to energy plants both in India and abroad as well as locating new technologies. One such technology was the Paques expertise for effluent treatment. This led to the formation of Western Paques.

He was a member of the Environment Committee of the CII. Part of the CII mission to Globe 96 in Canada and under the US-AEP business exchange program, visited US based environmental companies and waste management facilities. He has also been involved with business development in Thapar Hydroconsult, marketing in K.G. Khosla Compressors Ltd, Nirlons and Dunlops. With Punj Sons Private Limited he spent a year in Kuwait in 77 where he negotiated and executed contracts for installation of refractory insulation. He has had the opportunity to attend a training programme on Industry and the Environment in 1997 in Osaka, Japan

Rakesh completed his B.Tech. in Electrical Engineering from IIT Delhi in 1971.
