

Shriram Sanjeevi
Manager - Commercial Centre
Bangalore International Airport

S.Sanjeevi is responsible for the Retail and Food & Beverage concessions at the New Bangalore International Airport. Bangalore International Airport is the first and largest Greenfield project in India and will be opened in April 2008. Shriram was instrumental in tendering the major Retail, Duty Free and Food and Beverage concessions at Bangalore, which resulted in the selection of The Nuance Group, HMSHost, Shopper's Stop and Café Coffee Day as the key commercial partners of the future Airport. Shriram is also conducting currently the process of selection of the smaller retail and food & beverage outlets as well as other services such as Foreign Exchange at the Airport.

Bangalore is currently the fourth largest Airport in India with Eight Million passengers per year. The existing Airport, which will be closed when the new Airport opens, grows currently at 45% per year.

A "Retailer by Profession and Choice", Shriram was managing Sales for South India for **United Colors of Benetton** prior to joining BIAL. He was also involved in setting up the first seamless Mall in India, "Bangalore Central", as part of the largest Indian Retailer, the **Future Group**.

Shriram is a Bachelor of Commerce and has an MBA with specialization in Marketing. He also teaches Business School students on "Emerging Trends in Retail".