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PANKAJ ROSHAN
ROSHAN REAL ESTATE

PANKAJ ROSHAN, THE VISIONARY BEHIND ROSHAN REAL ESTATE, IS A MAN OF PASSION WHO LOVES THE GOOD LIFE INCLUDING HIS HARLEY. HE IS TODAY THE AUTHORIZED BROKER FOR AROUND 30 CORPORATES PAN INDIA AND HIS FIRM IS CONSIDERED THE FINEST REAL ESTATE BROKERAGE ACROSS CENTRAL INDIA

Turning dreams
into reality

SOME OF OUR PRESTIGIOUS CLIENTS

BANKING

Allahabad Bank | Axis Bank | HDFC Bank | HSBC Bank | IDBI Bank | IndusInd Bank | Kotak Mahindra Bank | Standard Chartered Bank | Yes Bank | Punjab & Sind Bank

FINANCE

Apeejay Finance Group Ltd. | Barclays | NBFC | Citi Financial | Cholamandalam | DBS | GE Money | HDFC Securities | India Bulls | ICICI Capital | IDBI Financial | Mahindra Finance | Prime Financial | Tata Motors Finance Ltd.

TELECOM

Bharti Airtel | Idea | Mobile Store | Reliance Communication

INSURANCE

AVIVA Life Insurance | Bajaj Allianz | Birla Sun Life Insurance | Bharti Axa Life Insurance | ICICI Prudential Life Insurance | ING Vysya Life Insurance | Reliance Life Insurance | SBI Life Insurance Co. Ltd. | TATA-AIG Life Insurance | TATA-AIG General Insurance | United India Insurance Ltd.

RETAIL

Adidas | Cafe Coffee Day | Cotton King John Player | Levi's | Lawrence and Mayo | Max Fashion (Landmark Group) | Mochi | Metro Shoes | Nokia | Peter England | Reebok | Titan Eye | Trumart | Wrangler

OTHERS

Apollo | Sindoori | Blue Dart Express Ltd. | Calderys India | HFL (India Infoline) | JRG Securities | Karvy | Maruti Udyog Ltd. | Mahindra & Mahindra | Titan | Denizen | Navneet Publications India Ltd. | The Times of India | TNT Express | Thomas Cook | Times Pro | Volvo India Ltd. | Beltone | Radio City | Qatar Airways

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WITHIN MONTHS of Pankaj Roshan coming back to India with half a Crore Rupees in 1983, he was rendered almost penniless by a careless relative.

Without making a hue and cry, he got back to work and made his millions again within a decade. However, the real estate brokerage system he cultivated is something for him to be proud of. "All my clients are extremely happy with my services. They have stayed with us once they have experienced a transaction," says Pankaj.

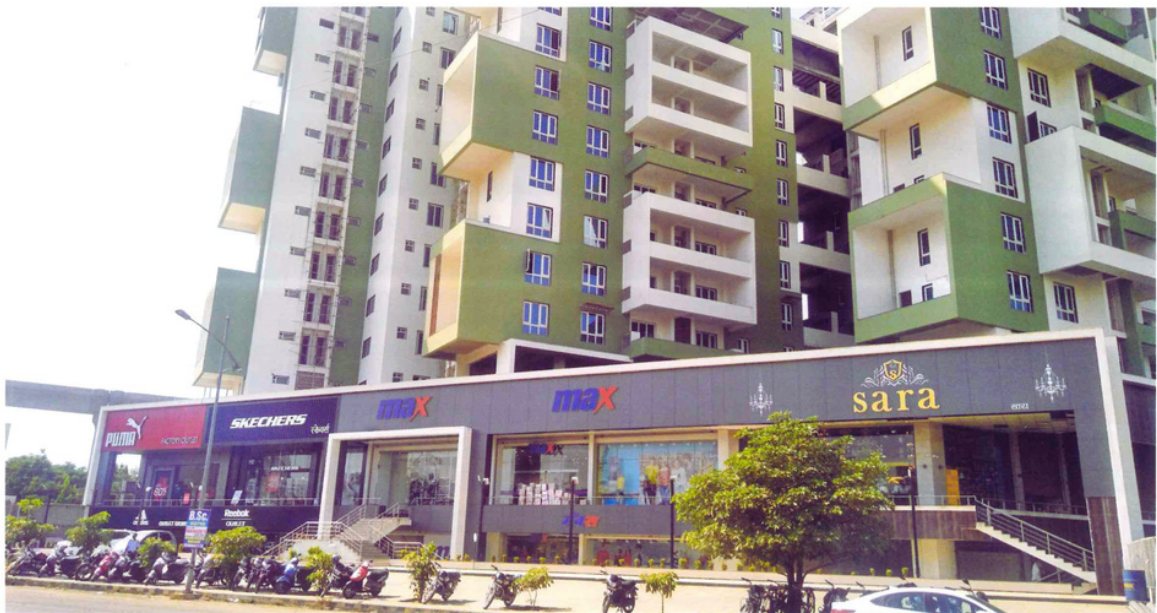
Considered the finest real estate brokerage in Central India, Pankaj founded Roshan Real Estate after dabbling in many other small enterprises. Known as the go-to brokerage for corporates across India, initially he struck deals for them in Central India and gradually became a national level brokerage firm.

"We have concluded over 1000 realty deals in over 100 cities in over 20 states of India," says Pankaj.

For someone who started out with a local business in Nagpur selling apartments and small time real estate, a visit to Pune for a wedding was a game-changer. A chance visit to an Adidas store, where he overheard the Store Head murmuring about how difficult it is to get space for a store in Nagpur on Amravati Road near Law College, got his corporate business going. He closed the deal in three days flat and was then asked by the company to source them space for an outlet in Bhopal, which he did in a week's time. That was Pankaj's maiden attempt outside Nagpur. Then there was no looking back.

THE BROKERAGE OPTION FOR CORPORATES AND RETAIL

Impressed by his credo - honesty and good planning make way for excellent business - most corporates and retail giants flocked to him. Pantaloons, Max Retail, The Times of India, Yes, Bank, HDFC and many other companies rely on Roshan



Enrico Heights Wardha Road, MAX Store 1200 sft by Roshan Real Estate.

The love of food seldom leaveth a man. It was destined that Pankaj run some food related business and he has a delightful bakery by the name of Breads N Beyond (BNB) in Nagpur, which he runs jointly with his better half -Parri. Known for its unique product mix, BNB is the sourcing point for most with a taste for the extraordinary.

THE MAN BEYOND THE ENTREPRENEUR

A lover of adventure, Pankaj loves his long rides on his Harley Davidson. His love for animals and nature is well known to his near and dear ones. He loves dogs. His first pet was a Daschund called Babu Bhai and now he has a Pug called Chotu. A library with over 1000 books has kept his passion for reading alive.

Pankaj has three children, two daughters and a son. Both his daughters are well settled and the son is exceptional at school.

SECRET OF SUCCESS

Roshan is clear in the way he goes about his business - the secret to his success in one word is - PLAN. Besides this he says, "Be honest, never underestimate anybody you are dealing with; don't look at a client as an easy prey to make money, give him the right information and people are ready to pay if the services are good. I believe planning and proper implementation is very important in all walks of life and this is why I plan all my work. If I have to meet a client, I try to understand his need, I would like to know what he wants and I then take it forward from there."

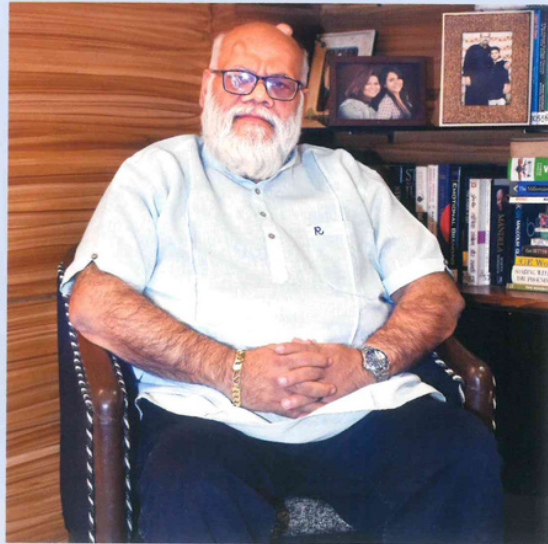
Real Estate for their office / retail space needs in India. He believes if you are doing things honestly and delivering good deals for your client, he will always give you repeat business. He proudly adds, "I have closed more than 75 branches for Yes Bank across the country". "Property brokerage is an art, and I am an artist," says Pankaj Roshan.

THE BEGINNING

Pankaj Roshan was born in Dehradun where his father was a school master in The Doon School. He spent his young days in The Doon School. In 1973 his father moved to Nigeria - West Africa on a teaching assignment. Young Pankaj studied and worked there, till he returned from Nigeria to Dehradun in 1985.

Amongst the businesses he tried his hands at, making money in some and losing at others, were transport and a restaurant called Tandoori Delights.

A friend suggested that he try his hand at property brokerage based on his communication skills and the fact that he had no capital to invest. His persistence in the business paid off and in 1999 he clinched his first corporate deal with Centurion Bank, which later merged with HDFC Bank.



From then on there was no looking back and Pankaj went from one corporate deal to another and today Roshan Real Estate is the authorised broker for around 30 corporate companies pan India. Pankaj Roshan assisted by his long time associate Sumer, boasts of an able, honest and dedicated team ready to meet the corporate challenges.

CHALLENGES

Nagpur being a laid-back city, most people won't be clear and answer with a 'yes' or 'no'. This led to a huge waste of time during the initial days when he kept pursuing the customer who kept dilly dallying which essentially meant a 'No'.

"Today my strategy is different. I give my best time to the client when he is with me; after understanding his need, I show him the relevant property and I forget about it. I don't follow up till he calls me," he says.

Earlier he was into selling flats, however, after having experienced the difficulty of fulfilling the requirements of too many decision makers where residential places are concerned, he stopped selling flats and concentrated totally on commercial spaces.



Swami Sadan, Civil Lines, Nagpur. YES Bank 6000 sqft, first property closure for YES Bank