

Ramesh Nair

CEO & Country Head, India

Current Responsibilities

Ramesh is the CEO & Country Head of JLL India. He is responsible for the overall direction, strategy and growth of the firm. JLL India is largest real estate services firm in the country with more than 9,500 diverse professionals, with business revenues nearing INR 3,000 crores in 2016-17. JLL is a Fortune 500 company, creating value for owners, investors and users of real estate. Globally, with annual revenues of \$6 billion, JLL operates in 1,000 locations across 80 countries. JLL India was rated amongst the best places to work in India by the Great Place to Work® and The Economic Times in 2017.

JLL is also the market leader in terms of market share, revenues, profitability and team size for all the business lines in India. Prior to taking over the role of CEO & Country Head, he has held positions such as COO - India, MD - West India, India Head of Land, South India Markets Head, MD - Chennai, MD - Hyderabad and MD - Industrial.

Experience

Ramesh has 19 years of broad based, practical, hands-on, professional expertise in most facets of the real estate business and has worked across diverse asset classes such as office, retail, land, residential, warehousing and industrial advising many domestic and multinational owners, occupiers and investors in West and South India. Throughout his career, Ramesh has helped his clients define and deliver successful real estate projects of the highest quality.

Ramesh is a member of the Asia Pacific Leadership team, the J8 group of JLL's 8 largest countries globally, and also chairs the India Leadership Council of JLL India. He is also the Chairman of CII - Western Region Real Estate and Infrastructure Conclave. He has been part of the core team which has been responsible for making JLL the largest real estate advisory firm in India. Amongst the pioneers of professional real estate consulting services in India, Ramesh has conceived, structured and negotiated virtually every form of deal and has also been instrumental in introducing many new concepts into the Indian real estate market. Ramesh has also served as a Non-executive Director on the Global RICS Regulatory Board for 3 years.

Ramesh has been with JLL since 1999. He has also worked for Colliers International and CBRE between 1996 till 1999. He has exposure to international markets through short stints in Singapore, New York and Washington D.C.

Ramesh became one of the youngest MD's within JLL globally at 32. He is also one of the longest serving employees of JLL in India. He has written numerous articles in The Economic Times, The Times of India, The Hindu, The Indian Express and various other business publications. Ramesh has also been a visiting faculty at Jamnalal Bajaj and LIBA, both top 10 Business Schools in India.

Education and Affiliations

- Global Advanced Management Programme from Kellogg Business School and ISB
- MBA and BBA from the University of Madras
- Post Graduate Diploma in Marketing Management from LIBA
- Fellow of the Royal Institution of Chartered Surveyors (FRICS)

Contact

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