

Madhu Kamath

DEVELOPMENT · DESIGN MANAGEMENT · PROJECT DELIVERY · STAKEHOLDER MANAGEMENT

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EXECUTIVE PROFILE

When I could not find the home I wanted, I built it.

Development, design and project delivery professional with more than 25 years of entrepreneurial and leadership experience.

Founder and developer of Smritinsha, a premium 12-residence development in Banjara Hills, Hyderabad, one of India's most prestigious residential addresses. Conceived, negotiated, designed and delivered the project from development agreement through construction, sales and handover, creating a successful residential development on a technically challenging hillside site that several established developers considered difficult to execute.

Combines commercial judgement, design thinking, stakeholder management and delivery discipline to transform complex ideas into completed projects. Experienced in coordinating consultants, contractors, authorities, suppliers, clients and investors while maintaining quality, budgets and timelines.

CORE CAPABILITIES

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|------------------------------|---------------------------|-----------------------------|
| • Development Management | • Project Delivery | • Design Management |
| • Feasibility Assessment | • Stakeholder Engagement | • Contract Negotiation |
| • Procurement & Cost Control | • Risk Management | • Construction Coordination |
| • Quality Assurance | • Residential Development | • Client Relationships |
| • Budget Planning | • Consultant Coordination | • Problem Solving |

PROFESSIONAL EXPERIENCE

Founder · Developer · Project Lead

Smritinsha Residential Development

Hyderabad, India · 2005 – 2009

Unable to find a large, well-designed family residence meeting requirements for light, ventilation, privacy and functionality, identified a market gap and initiated a premium residential development in Banjara Hills. Led the project end to end, from site identification, deal structuring and title work through development agreement, construction and handover, overseeing commercial, design, stakeholder and construction activities.

KEY RESPONSIBILITIES

- Structured and negotiated the development agreement with landowners.
- Managed legal, title and authority approval processes.
- Coordinated architects, consultants, engineers and contractors.
- Led project planning, budgeting and commercial decision making.
- Directed design development, apartment layouts and resident experience outcomes.
- Managed contractor selection, procurement and construction delivery.
- Coordinated presales, customer relationships and handovers.
- Oversaw quality control throughout the construction lifecycle.

KEY ACHIEVEMENTS

- Delivered a 12-residence premium development across approximately 6,500 sqm (70,000 sq ft) in Banjara Hills.
- Led legal, design, construction, sales and stakeholder activities across the entire development lifecycle.
- Executed the project through a presale-funded model with zero developer capital invested, no bank finance.

- Completed construction in approximately 18 months.
- Created development infrastructure on a steep hillside site requiring significant excavation, access creation and utility coordination.
- Achieved an estimated gross realised value of approximately AUD 10.17m (₹70.2 crore).
- Generated an estimated developer margin of approximately 35%, versus typical market margins of 15–20%.
- Managed multiple stakeholders including landowners, consultants, contractors, authorities and purchasers.
- Implemented long-term quality decisions including L&T ready-mix concrete, solid brick construction, dedicated transformer infrastructure, generator backup and independent water systems.
- Incorporated natural terrain retention and Vastu principles to maximise ventilation, natural light, privacy and sustainability.
- Nearly two decades on, the development still operates with minimal maintenance issues, reliable lift performance, dry basements and no significant water-ingress concerns.

Founder

Madhu Kamath Designs & Infra

Hyderabad, India · 1995 – 2006

Established and operated a successful design-led business for 11 years, specialising in couture fashion, residential interiors and bespoke client projects.

KEY ACHIEVEMENTS

- Built a loyal client base of approximately 500 customers.
- Delivered multiple high-end residential interior projects.
- Managed project budgets, suppliers, contractors and client expectations.
- Conducted six major fashion showcases and promotional events.
- Developed long-term client relationships that later supported development and interior opportunities.

Early Career · Technical Support Engineer

Applied Computer Science Engineering knowledge in client-facing technical support environments, developing strong analytical, communication and problem-solving skills.

EDUCATION

Bachelor of Engineering · Computer Science

First Class

FLAGSHIP PROJECT, SMRITINSHA

LOCATION	Banjara Hills, Hyderabad
DEVELOPMENT LIFECYCLE	2005–2009
CONSTRUCTION	2008–2009 · approx. 18 months
RESIDENCES	12
SITE AREA	740 sqm
DEVELOPMENT AREA	Approx. 6,500 sqm (70,000 sq ft)
FUNDING MODEL	Presale-funded · no bank finance
ESTIMATED GROSS REALISED VALUE	AUD 10.17m ₹70.2 crore
DEVELOPER MARGIN	~35% (vs 15–20% typical)

ROLE

Founder, Developer & Project Lead