

ACE Consultancy: The Ace Player in the Debt Management Industry

The first challenge that comes up for any new entrepreneur while setting up his business is arranging the capital investment from the market. With numerous banking and financial organizations mushrooming every other day in the crediting sector, the decision making becomes even more critical. To add to the dilemma, there are the intricacies in terms and conditions which go tangential over the heads of the ignorant borrowers. This is when expertise and experience of reputed financial and debt management consultancies come into play. Talking about expertise and experience in the field of debt management, ACE Consultancy is the name that comes instantly to the minds of Mumbaikars and the rest of West-Central India.

ACE Consultancy is the brainchild of Lokesh Agrawal, who is equipped with half a decade of experience in terms of working in the debt and mortgage industry. After gaining enough experience while working in a finance consultancy firm for 4 years & another 4 years as partner with company, Agrawal anticipated the huge market opportunity in finance and laid the foundation of ACE Consultancy in February 2008. The inception of ACE Consultancy was followed by the catastrophic economic slowdown. It was a grueling task to make ends meet especially with the flow of money in the market taking a downhill trail. Client acquisition and converting new clients into prosperous revenue were added challenges. But being a strong-headed individual, Agrawal kept his sails high and afloat even in the days of the turbulent market. His years of service added to the dexterity and reputation earned over his service years had paved his way from the darkness to light.



Lokesh Agrawal,
Proprietor

ACE has evolved as a one stop solution for all financial and crediting issues, with specialized teams for the retail sector and SMEs. For most companies, whether a newbie or a maestro, working capital liquidity of cash is a major concern. With profound experience and prowess in the mortgage and debt management, ACE Consultancy

has been aiding its clients. Starting from home loans to business, loan against property, working capital, debt syndication to arranging the working capital financing, process funding, conception funding, project funding, etc, ACE provides nonpareil advice and solutions to its clients in all the segments. Unlike most other financial advisors who have a strong hold in either retail sector or SME lending, ACE is a pro in both. Agrawal believes that delivering the

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work efficiently is a higher priority rather than extracting money out as revenue from clients at every step. To this effect Agrawal, Proprietor of Ace Consultancy affirms, "We never ever charge a single penny in advance. Only after the deal is closed and the client has received the loan amount, do we receive the payments." The trust that the clients have bestowed upon ACE is a result of the adroit services coupled with its value for the clients and their confidentiality.

Ace has been operational for seven eventful years now. The excellence in loans and debt management have fetched them a number reputed names in the clientele catalog such as Shah group builders & infra projects ltd, Vishal Beverages Pvt. Ltd, Classicon Projects (I) Pvt Ltd, G M Enterprises, Swastik Profile Company, SP Steels to name a few. ACE has been witnessing a growth of 50 percent every year. The profit sharing scheme has ensured a better business and decreased attrition rate for Ace. With three functional offices in Mumbai, Agrawal has plans to expand geographically to have at least 10 units operational by 2018. (R)