

Bhav Talks

A series of
interviews on
Life, Learnings &
Careers

Join us:

Tuesday 15th June

8-9:30 pm

With a live Q&A



Bhavin Patel, CFA



Guest Speaker -Sunny Patel
CEO Capital36



Guest Speaker - Amit Ramnani
Managing Partner of Ipanema Wealth

Biographies

Sunny Patel - CEO Capital36

Sunny Patel started his career on the London stock market assisting companies to float & raise capital on the London AIM market.

After spending time in India and noticing the aggressive growth in the Indian real estate sector, Sunny then moved into a real estate consultancy role with an international firm where he worked with over 200 developers and completed more than £150m worth of structured investment deals across the country.

In 2007 he then launched his own development firm and built out close to 1000 residential homes before moving back to London in 2017 to focus on his media business Asian Wealth Media along with his London based property investment firm - Capital36.

Amit Ramnani - Managing Partner of Ipanema Wealth

Early Life, Education & Travel Experiences

Amit was born in London in 1976, after his parents settled in the UK in 1970, and spent his childhood in Northwest London. In 1995, prior to university, Amit took a year out to work as a volunteer in a children's home in East Malaysia, an experience which would have a lasting effect on Amit's world view and career path. "I was extremely fortunate to live in such a hospitable and multicultural society during a period of optimism and rapid economic growth".

Professional Life

After completing his bachelors degree in Economics and Accounting at the University of Bristol (1999), Amit entered the graduate programme at Barclays, working in corporate banking around the UK and a stint in Madrid - where Amit confesses that he spent more time unsuccessfully trying to learn salsa than learning the intricacies of cross-border banking!

In 2004, Amit embarked on a sabbatical in South America and used some of this time to learn Spanish in Argentina and Colombia and to teach basic and advanced English to kids and business students respectively.

After a couple of years back in the UK corporate world, the travel bug and fond memories of South America were just too much and Amit headed to Brazil to work as an expat financial advisor.

Brazil - The Opportunity

Amit adopted a pioneering approach to finding expatriate clients and developed his client base in Vitoria and Belo Horizonte - lesser known compared to Rio de Janeiro and Sao Paulo - before eventually settling in Rio in 2010. At this time, Rio was the centre of attention given Brazil's economic growth, largely driven by a commodity boom, and having recently been awarded the Olympic Games (2016) and key World Cup matches (2014).

Amit later joined a partnership which expanded his opportunity to develop business as they were a team of highly motivated and intellectual problem-solvers who could provide sophisticated wealth management and tax-planning solutions for several nationalities. "It really lifted my game instantly and it was the first time in my life that I was looking forward more to Monday morning than Friday evening."

Brazil - the rollercoaster

Due to succession issues in the partnership after the death of the founder, Amit found himself at a crossroads and decided to set up his business, naming it Ipanema Wealth, after his favourite beach and sunset view. He says was a leap of faith to suddenly give to take on the additional responsibility and costs of being a business owner in such a bureaucratic system. This change of direction coincided with the onset of a deep and prolonged recession in Brazil and the resurfacing of social problems and a higher crime rate which dramatically changed the landscape in Rio and the rest of Brazil. Many of Amit's friends and clients left Brazil and there was a particularly large exodus after the Olympics.

Comedy

Out of nowhere, Amit was randomly approached to perform a 5-minute comedy set at a local English comedy club. Reluctant at first, Amit rose to the occasion and believes he was the beneficiary of sympathy laughter from the friends he invited!

Since that day, Amit became heavily involved in what would be his new hobby and has organised and performed as an MC/comedian in over 100 gigs in Brazil and 20 gigs in Europe, several of which were fundraising events for local charities.

"It was a breath of fresh air to discover a hidden talent and get to know other performers and audience members from different walks of life. It also increased my confidence and spontaneity as a public speaker at business events."

While Brazil is still going through some extremely challenging times, Amit remains optimistic about the prospects of his adopted country and says that life and business in emerging markets require a flexible and positive attitude. He is currently penning his thoughts on the mindset and habits of successful expats which he hopes to convert into an e-book and video series.