MANAGING PARTNER

Gaurav Sharma

Direct & International Tax · Structuring & CFO Advisory · Gurugram, India

Overview

Gaurav is the Managing Partner of TAG Group and the driving force behind its tax, cross-border and CFO practice. Over 14+ years he has moved from Big Four advisory into senior in-house leadership — heading tax for the APAC region and finance for South-East Asia at European infrastructure and energy multinationals — before founding TAG Group's integrated advisory platform. He is a trusted counsel to founders, CFOs and boards on cross-border investment, M&A, finance transformation and high-stakes tax controversy, and serves as an Independent Director. He has supported ~US$102M of sovereign-wealth-fund equity, recovered ~US$10.7M in tax refunds, and built governance frameworks across 30+ entities while leading teams of 20+.

Areas of expertise

International tax & transfer pricing

- International tax, transfer pricing and treaty interpretation
- Cross-border investment, funding and repatriation structures
- Permanent Establishment and POEM advisory
- Withholding tax and foreign-remittance support

Finance leadership & CFO

- Fractional CFO, controllership and finance transformation
- Financial oversight, MIS, budgeting and cash-flow management
- Governance frameworks across multi-entity groups

Transactions & structuring

- M&A tax, due diligence and post-deal integration
- Transaction structuring, restructuring and repatriation
- Strategic pricing and financial models for high-value bids across Asia

Tax controversy & recovery

- Tax litigation and dispute management
- Refund governance and recovery
- Prosecution, compounding and anti-evasion matters

Experience

- 2025 – present - Managing Partner, TAG Group
- Regional leadership - Financial Controller, South-East Asia — European infrastructure & energy MNC
- Regional leadership - Head of Tax Affairs, APAC — European MNC
- India & South Asia - Tax Head — infrastructure & energy group

- Early career - Big Four firms

Credentials & qualifications

- Chartered Accountant (ICAI)
- IIM Indore (Alumni)
- Independent Director
- Diploma in IFRS
- CPA (Australia)
- MBA (NMIMS)
- 14+ years' experience