



Banit Singh Sawhney

Biography

Banit is a people-centric entrepreneur by nature and an education professional by choice. He has led Imperial Platforms Inc. from its humble beginnings in a 180 sq. ft. office to a global organization guided by the mantra “Think Global, Act Local.” Today, Imperial operates across India, Nepal, the GCC, Africa, Vietnam, and LATAM, with over 150 team members, 12 offices, 200+ university partners, and 1,000+ partner and consultants, having impacted more than 20,000 students in their pursuit of higher education worldwide.

He naturally connects with people and deeply understands the essence of collaboration. True to his profession, he has always prioritized students’ interests and focused on

building a team that ensures the right fit for every student. Over the past 15 years, he has personally visited more than 3,000 agencies, building relationships founded on trust and transparency. Under his leadership, Imperial won the “Rising Professional” Award (2016) and the “Agency of the Year” Award in 2024. He is also a frequent speaker at international platforms such as NAFSA, ICEF, PIE, and other leading organizations.

Recognizing the power of technology in expanding global reach, he transformed Imperial into a platform-driven model that provides students across the world access to quality education. His innovative approach to problem-solving led to the creation of key initiatives such as Eduloans, HelloUni, Edstudent, and IvyLeagueMentor, each serving as an integral part of the student journey.

He has contributed to various committees at AIRC, offering collaborative and practical insights on critical areas within higher education. His passion for growth and continuous learning has driven him to earn a B.E. from Mumbai University, an MBA from SIBM (Ranked 17th in India), professional certifications from Columbia University, and he is currently pursuing his Doctorate on “Global Student Trends and the Impact of Marketing and Outreach through Digital and Physical Strategies.”

Statement

I am truly humbled and deeply excited to be nominated for the position of Agency Delegate. Since attending my first AIRC conference in 2016, it has been a home to me for the past eight years. AIRC's vision and mission—placing quality above all else—deeply align with my values and have served as a guiding light for Imperial Platforms Inc. over the years.

Imperial's core is to elevate the quality standards and enhance the experience for our students and university partners. Throughout Imperial's journey, we collaborated with over 1000+ university and agency partners, facilitating the best practices in enrolment and outreach. It has always been of paramount importance to us that we lend our ears to our partners, understanding and addressing any organic issues that may arise. As an agency delegate, it's the same commitment to quality, collaboration, and excellence that I would like to bring to AIRC.

Higher international enrolment is undergoing a dynamic transformation, influenced by multiple factors shaping our industry. AIRC certification has long served as a beacon, establishing quality processes and helping institutional partners identify agencies that uphold rigorous standards in student enrolment. I am committed to continuing this mission, with a focus on expanding membership to include school counsellors and schools globally, as well as increasing agency participation from around the world. Our goal would be to actively engage more agencies and schools worldwide in AIRC membership, further strengthening the global network of trusted partners.

AIRC has already established a leadership role in shaping industry standards, rules, and regulations that benefit higher education across various international bodies and platforms. Now, more than ever, we need a unified voice, and I would be honoured to join my industry peers in creating a conducive environment for dialogue and consensus on matters affecting international students across global campuses. We aim to study and adopt best practices from countries worldwide and advocate for common rules and regulations governing international student mobility.

My friends describe me as a hustler, feisty, and amicable, with a "failure is not an option" attitude. I have navigated failed businesses and personal setbacks, yet I continue to take bold steps toward my goals and aspirations. I am naturally friendly and engaging, often connecting with everyone in a room, conference, or event with ease. I constantly explore new avenues and ideas, unafraid of failure, but always committed to learning and improving from each experience.

To me, the role of Agency Delegate feels like coming back home. I still remember how nervous I was at my first AIRC conference in 2016, and yet the executive body and members welcomed me with genuine warmth and openness. I would be honoured to carry forward that tradition, extending the same spirit and culture to both new and existing members. It would be a true privilege to serve my colleagues—now friends—and to support AIRC in advancing its goals and objectives, guided by the principles of its Vision and Mission.