

## SENIOR LEADERSHIP PROFILE

Passionate, Quality driven business leader focused on growth, experienced in customer acquisition ( B2C, B2B )  
Customer retention, Revenue, P&L and building process driven organizations.

## WORK EXPERIENCE

### *Director of Corporate Affairs*

SmartOwner Services India Pvt Ltd, Bangalore, India  
23rd January 2023 to Present

- Reporting to the Board of Directors
- Heading the Legal & Liaison department currently

### *Co-founder & C.O.O*

Scientia Innovation Pvt Ltd, Bangalore, India  
June 2016 to March 2023 ( Successful Exit )

- Built a bootstrapped, profitable, B2B, Edtech startup.
- Today has a steady revenue, a clientele of 250 plus schools with an active user base of -2 lakh parents.

### *Country Head - Manager Car Hire & Leasing*

Mohamed Abdul Rahiman Al Kindy Trading LLC, Muscat, Sultanate of Oman.

May 2012 to October 2017

- Leading Car Hire & Leasing Company in Oman
- Customer Acquisition ( B2C, B2B ), Corporate Tie-ups, Customer Support, Collections, Revenue Management, Team Management, HSE Management

### *Circle Head - Enterprise Business Unit ( ROTN )*

Tata Teleservices Ltd, Coimbatore, Bangalore, India.  
December 2004 to September 2010

- Leading ROTN Circle Enterprise Business Unit. Team comprised of KAMs and CSD team
- National Facilitator - SME vertical. Assisting and leading acquisition and customer support of the Regional Team South India comprising Karnataka, Tamilnadu & Kerala.
- Cluster Manager - North Kerala 5 districts leading the sales and service operations teams.
- Part of the primary team of employees in the project phase of Tata Teleservices operations in Kerala.

### *Town Head - B2C Acquisitions*

Reliance Infocomm Ltd, Kerala, India.  
September 2002 to December 2004

- Managing functions of Channel Management, FoS management and Sales Acquisitions
- Part of the primary team of employees in the project phase of Reliance Industries Ltd operations in Kerala.

## EDUCATION

St.Mary's High School, Ponda Goa — SSLC  
1977 - 1987

D.G.M.M.E.S Mampad College, Kerala - Degree  
1987 - 1992  
Bachelor of Arts in Economics

## LANGUAGES

Fluent in :English, Hindi, Malayalam  
Manage: Tamil, Kannada, French & Arabic



**ANIL NAIR**

## CONTACTS

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## SKILLS

- Business Management,
- Revenue Management,
- Customer Acquisition,
- Operations,
- Customer Life Cycle Management,
- Budgeting,
- Data Analytics,
- Digital Marketing