

Pranay Kawalkar

Mumbai, Maharashtra

Phone: +91 9619838179

Email: kawalkar@gmail.com

Engineer+MBA with 3 years of experience and track record of getting things done.

Synopsis

'Head – Training, Content & Business Development' at Funfirst Global Skillers Pvt. Ltd.

- Experience of working in a startup
- Experience of leading a team without formal responsibility and interacting & building rapport with teams at all levels
- Building & Managing teams of facilitators & content developers for a variety of skills
- Worked with ITIs, schools and other government & private institutions across the board
- Launched school training initiatives from project planning to implementation and management

Educational Qualification

2014 Master of Business Administration - Marketing & Operations from DoMS-IIT, Roorkee

2011 Bachelor of Engineering - Electronics & Communication from SVITS, Indore

Work Experience

Head: Training & Content Development (Funfirst Global Skillers Pvt. Ltd.)
Present

June 2015 -

"Funfirst is a leading skill development company which provides industry-need responsive vocational skills and products to increase employability and productivity of the youth"

Currently working as Head - Training & Content Development, primarily responsible for managing the trainer's team & day-to-day training operations. Leading a team of 67 smart & young trainers

Key Projects:

- Pradhan Mantri Kaushal Vikas Yojana (PMKVY)
- Electronics System Design & Manufacturing, Skill Development (ESDM)
- Upskilling project under **Whirlpool** CSR
- Recognition of Prior Learning (RPL) under **Voltas**
- B. Voc. Program under Tata Institute for Social Sciences for **LAVA International, Intex & Salcomp**

Roles & Responsibilities:

- Evaluate training requirements for each scheme with the client or as per national standards
- Design training programs and skill development courses to facilitate essential life skills
- Estimate costs of training operations and subsequently manage them in accordance with the budget to ensure maximum effectiveness
- Determine potential of training programs for future industry needs
- Plan and execute Training calendar for various "Training related programs"
- Research new and latest techniques for possible inclusion into existing training program & process
- Design, develop and ensure adherence to Training Content
- Hire & Manage a team of Trainers, Coaches, MIS executives & Content developers
- Determine the satisfaction levels of the training team and identify means of positively impacting the same
- Create individual/Trainer development plans and identify training needs
- Resolve all issues escalated by the trainers
- Appraise trainers for the monthly/6 monthly/yearly review cycle and constant feedback on a regular basis
- Collate daily, weekly and monthly report for timely reviews and Audits
- Take customer feedback & its systematic inclusion in the training program

“Grey Sim Ltd.(Subsidiary of Funfirst Global SkillersPvt. Ltd.) is a leading player in the Edutainment (Education + Entertainment) sector in India. It is helmed and navigated by a group of enthusiastic, cross-disciplinary professionals who share a passion for grooming our next generation”

Worked with Grey Sim as BDM, primarily responsible for identifying & tying up with targeted Indian schools for various extracurricular activities and their smooth execution.

Key Projects:

- KenKen International Championship (International Puzzle competition)
- Mathematics Proficiency Program for BrihanMumbai Municipal Corporation Schools
- Making Science Make Sense (Bayer Group Project)

Roles & Responsibilities:

- Tying up with regional partner & their training
- Drafting MoU for partners
- Identify & finalizing schools by setting up certain benchmarks to maximize the conversion rate
- Tying up with school chains centrally
- Monitoring back end logistics
- Coordinating with sales executives for daily reporting
- Coordinating with schools for successful conduction of the project
- Coordinating with KenKen international body & giving them project's update
- Identifying training need for BMC schools to reduce primary student's dropout rate
- Meeting Superintendent, Deputy Education Officer, Education Officer, Deputy Municipal Commissioner(Education), Additional Municipal Commissioner(City) & Municipal Commissioner repeatedly to showcase the potential of such an initiative
- Hiring freelancers (well verse in regional language) for execution of the project
- Hiring agencies for copy checking & data entry
- Conducting audits of checked copies & compiling result for all levels
- Organizing National level competition
- Taking Schools', Parents', & Students' feedback

Extra-Curricular Activities

Founder Member of E-Cell, DoMS IIT Roorkee Jan '13- present

- Founded E-Cell at DoMS, IIT Roorkee to address the various Entrepreneurship skill needs of Management Students
- Conducted sessions on Idea Generation, B-Plan creation, etc.

Treasurer, DoMS IIT Roorkee July '12- June '14

- Handled fund collection from the batch
- Ensured appropriate use of funds batch's placement purpose
- Maintained a detailed balance sheet for quarterly review by all stakeholders

Achievements

- **Pre-Placement Offer from Funfirst Global SkillersPvt. Ltd.**
- Finalist at **Business Plan** Contest at **SIMSREE**, Mumbai – 2013
- Part of organizing team that organised Reminiscence - '12
- Finalist at technical quiz at Ingenious-2008
- Successfully completed Lean Management workshop at **IIT Roorkee**

Hobbies

- **Outdoor** : Trekking, Bike-riding
- **Sports** : Badminton, TT, Cricket, Pool

Personal Details

- **Date of Birth** : 13th February, 1989
- **Father's Name** : Ramesh Kawalkar
- **Marital Status** : Single
- **Nationality** : Indian
- **Language(s)** : English, Hindi & Marathi

References

Mr. Ramesh Anbanandam

- Assistant Professor
- IIT Roorkee
- ramesh.anbanandam@gmail.com

Mr. Abhilash Panicker

- Sr. Test Engineer
 - HCL Technologies
 - abhilash.panicker2001@gmail.com
-