

*Business leader with an entrepreneurial mindset, adept at leveraging data-driven insights to achieve exceptional results. Skilled in people management with a keen ability to solve problems with a strong bias for action. Over 9 years of experience in **heading business verticals, driving business expansion, managing P&L, and leading new initiatives.***

EDUCATION

Indian Institute of Technology, Guwahati | B.Tech, Chemical Engineering 2010-2014

- **Publication** | 'Frictional Pressure Drop of Gas-liquid-solid three-phase flow in Helical Coil' Elixir Chemical Engineering, 92, 38927-38932 [2016]
- **Head of Public Relations, Alcheringa'13** IITG's Cultural Festival (75k+ attendees | 10k+ participants | 70+ events)

WORK EXPERIENCE

Consultant - Recruitment and Growth, Freelance Jan'24 - Present

- Worked with **10+ startups** in closing the key hires specializing in the **Technology, Product, and Finance** domains
- Sourced and shortlisted **500+ profiles** to close **20+ roles**
- Consulted a **PropTech** and a **hospitality** startup with their **GTM, sales** channel activation, and **supply acquisition**

Co-Founder and CEO, Revolute Edtech Pvt. Ltd. Feb'22 - Oct'23

> REVOLUTE ACADEMY [Feb'22 - Mar'23]

- Built an outcome-focused **ed-tech platform** to equip **college students** with practical skills to get them **job-ready**
- Along with 2 cofounders and 6 member team, launched programs in Technology and Analytics domains
- Acquired **100+ users** across two distinct cohorts in **3 months**, with a **CAC of ~ ₹1000** by optimizing marketing spends
- Successfully onboarded **10+ educators** and mentors from **Tier-1 colleges** and **top companies**
- Generated **₹2.5M** in revenue with **90% success** rate in securing paid opportunities for students via **B2B partnerships**

> STOCKSY [Apr'23 - Oct'23]

- Built a **gamified** experiential **learning** platform to improve the **stock market** literacy in Indian youth.
- Conceptualized, designed, and rolled out both **iOS** and **Android apps**
- Onboarded **12k+ users** within 10 days of launch with **2000+ paying MAU** with marketing spend of **₹25k**
- Attained **75% referrals**, 100+ Contests played, and **CAC of ₹20/registration**

Business Head and Founding Member, Nestaway/Helloworld May'18 - Jan'22

- Built HelloWorld's *Student Housing* vertical from the ground up and achieved **+7% EBIDTA** profitability in 2 years
- Built **supply of 2500+ beds** by onboarding **20+ business partners**, achieving **10x y-o-y growth**
- Achieved **₹240M ARR** with **90%+ occupancy** by consistently improving top and bottom of the lead funnel
- Grew **team size** to **100+** (20 direct reports) and delivered **NPS of +80**
- Added **₹3.5M monthly revenue** while leading **25+ Inside Sales Managers** for 16 PAN India locations

Business Excellence Manager, SmartOwner Services May'16 - Apr'18

- Led **digital transformation** at fractional real estate investment marketplace to **improve efficiency and drive growth**
- Reduced **user onboarding time** to **1-2 days** from **15-20 days** by implementing tech solutions like e-signing, OCRs, etc
- Achieved **3x y-o-y revenue growth** with **1.25x team size** by improving the CRM to optimize sales team performance
- Reduced **90% of customer tickets** by introducing an **account management app** for customers and channel partners
- Built no-code **ATS and Payroll solutions** to improve efficiency for **HR and finance teams**

Program Manager - CBDO's Office, OYO Sep'14 - Apr'16

- Built effective strategies to drive OYO's **supply expansion** across India
- Reclaimed **90%+ marketshare** by leading an initiative to onboard **500+ hotels** of the competitors
- Increased **daily bookings** by **2.5x** by improving the rankings of OYO hotels on leading OTA's on default screens
- Launched **Kuala Lumpur** as first **International city** for OYO

INTERNSHIP

- Business Development and Marketing, **WeOwn (Real estate group buying marketplace)** [May'13 - Jun'13]
- Business Development and Marketing, **TVF (India's first YT content creator)** [May'12 - Jun'12]