

SAM CHANDY

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General Management Professional with 16+ years across Sales, Key Account Management, Retail Operations and P&L Management across Alcobev, Quick Commerce, Telecom, Mobility & Automotive sectors. Analytical & Collaborative team player with an ownership mentality and a track record of delivering the strategic solutions to drive business growth.

EXPERIENCE

OLA JUN 2024 – PRESENT

BUSINESS HEAD - 2-WHEELER MOBILITY (BIKE TAXI, FOOD DELIVERY & LOGISTICS)

Responsible for the 2W mobility P&L, overseeing strategic planning and operational execution for the category (~3.5L rides/day). Leading market share growth through targeted acquisition and engagement initiatives, as well as product-led interventions for both consumers & riders

OLA ELECTRIC SEP 2023 – JUN 2024

HEAD - SALES OPERATIONS

Responsible for leading sales operations for India's leading 2-wheeler EV OEM with 900+ stores (INR 3500+ Cr. ARR) and to drive growth in a dynamic Direct-to-Consumer model, spearheading programs to optimize sales processes and enhance retail network efficiency.

DUNZO MAY 2022 – SEP 2023

NATIONAL HEAD, OPERATIONS

REGIONAL BUSINESS HEAD, SOUTH

Responsible for managing operations of the quick commerce, courier & marketplace businesses (INR 240+ Cr. ARR) nationally and driving operational efficiency within the business P&L while targeting best-in-class cost & customer experience metrics. Managed team of 6 City Leads and 200+ team members across BD, store ops and last mile functions.

SLING SPIRITS JAN 2018 – MAY 2023

CEO

Accountable for delivery of the P&L (INR 70+ Cr.) for a premium Alcobev retail chain. Managed a team of 85+ across 32+ retail locations. Worked closely with vendors & the internal team to optimize sales, margins and RoI.

SPECSKRAFT.COM FEB 2017 – JAN 2018

CO-FOUNDER & CEO

Responsible for conceptualizing & building a Direct-to-Consumer eyewear E-commerce business. Job responsibilities spanned business & sourcing strategy, P&L management & digital marketing.

DIAGEO SEP 2011 – JAN 2017

REGIONAL SALES HEAD - KEY ACCOUNTS

REGIONAL CUSTOMER MARKETING MANAGER - LUXURY BRANDS

REGIONAL MANAGER - INTERNATIONAL BRANDS

VODAFONE JUN 2008 – SEP 2011

AREA SALES MANAGER, PREPAID

MANAGEMENT TRAINEE

EDUCATION

M.B.A., MARKETING | International Management Institute (IMI), Delhi | 2008

B. E., ELECTRONICS & COMMUNICATION | Vidya Vardhaka College of Engineering, Mysore | 2005
