

Raheel Shah

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6A/6, Juhu Sangeeta Society, Juhu, Mumbai

Indian Institute of Management -Ahmedabad
Post Graduate Diploma in Management: 2008-2010

University Department of Chemical Technology (UDCT) - Mumbai University
Chemical Engineering: 2001- 2005

Eduvanz (Jun 2016 – Current)
India | Role: Co-Founder

Eduvanz is a tech-enabled Fintech that focuses on the providing innovative Financial Assistance Plans at low/no interest rates to students interested to pursue programs from Vocational -based Training Institutes across India.

Ongoing Engagements

Building Key Client Partnerships	Leading Educational Institutions – Working closely with key stakeholders in educational institutions to onboard them on the Eduvanz platform so that their student may avail the Eduvanz Financial programs. Key tasks involve managing the sales and business development teams to achieve the revenue targets and build the loan book building partnerships with Institutes
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CurrEQlum (Jun 2015 – May 2016)
India | Role: Co-Founder

CurrEQlum was a Learning & Development Platform that partners with service-oriented firms to build capability in terms of Emotional & Social intelligence

Ongoing Engagements

Building Key Client Partnerships	Leading Educational Institutions – Working closely with key stakeholders in educational institutions to identify gaps in the value-chain and architecting end-to-end customized solutions that unlock value for them. Key tasks involve managing revenue targets, demonstrating improvements in human capital development and identifying new business opportunities
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Students Without Borders (March 2013 – May 2015)
India and United States | Role: Founder

Students Without Borders connects global business schools to Indian organizations to facilitate exchange of ideas, perspectives and networking

Accenture Management Consulting (May 2010 – March 2013)
India | Role: Senior Consultant

Worked across a variety of engagements covering strategy, sales, transformation, retail performance, business turnaround, and human performance capabilities while working across diverse industries covering Automotive, Industrial Engineering, Insurance and Alco-beverages

Past Engagements

Rural Marketing Strategy & Implementation	Leading Automotive OEM – Defined specific rural strategies and sales distribution strategies to increase rural sales of commercial vehicles by 12X multiple. Implemented the rural value proposition, created a differentiated customer acquisition strategy and integrated service, spares and finance elements in pilot locations, prior to a national rollout.
New Business Launch and Scale-Up	Leading Automotive OEM - Structured and scaled up the pre-owned commercial vehicle business from conception to retail profitability in a fragmented and broker-driven market. Responsible for driving sales and retail campaigns, problem-solving legal and regulatory issues, designing BTL promotions, architecting sales turnarounds, managing capability building for sales teams and ensuring that programs at 12 dealerships were running profitably within 3 months of launch
Organizational Transformation	Leading Industrial Engineering OEM - Designed and implemented market segmentation, customer acquisition and sales enablement program to help the client achieve desired marketshare and growth ambitions. Part of team to work on due diligence, thought-leadership content and creation of client pitchbooks leading to successful sales
Online Sales Strategy and Effectiveness	Leading General Insurance Company – Led an initiative to help the client achieve their strategic objective of increasing sales contribution from online channels and integrating online leads with offline execution. Recommendations on organizational re-structure, KPI re-definition and redesign of technology enablers were accepted in follow-on engagement.
Innovation Pipeline Management	Leading Alco-beverage Company - Led creation of an innovation pipeline based on new product development and packaging. Part of the team to have brought in recommendations to increase beer consumption in the client’s target segment. Helped restructure the existing sales distribution network, brand rationalization and reverse supply chain processing.

Zahal International Trading & Cont. (July 2005 to June 2008)

Muscat, Oman | Role: Lead Strategy (Marketing) : Set up the entire concept and led all sales, distribution and promotional activities. Responsible for the national launch of “*Waashline*” – the flagship brand of detergents, allied laundry products and services. Anchored P&L responsibilities, vendor relations, BTL marketing, trade promotions.

Internships

Solae Food Company (October 2009 – December 2009) : St. Louis, United States | Role: Student Consultant/ Academic Research | Part of 5-member team for a product launch strategy. Analyzed pricing strategies, various product applications & competitive landscaping

Procter & Gamble (April 2009 – May 2009) : Singapore | Role: Intern-Assistant Brand Manager | Helped develop color brand Koleston’s market entry strategy in India’s mid-tier segment. Undertook market research to create detailed STP - detailed customer segmentation, targeted value-propositions for