

# Kunal Kashyap

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## Summary

Experienced professional with a demonstrated history of working in the non profit and services industry. Strong program management, operations and execution skills with good business development acumen and Client relations management. Worked extensively in evangelizing the start-up ecosystem in Bangalore.

## Experience



### Executive Director

May 2014- Present

TiE Bangalore

4 years 9 months +

Heading the The Indus Entrepreneurs Chapter of Bangalore. Leading a small yet impact full team of 6+ employees to enable over 75+ events annually to help fostering entrepreneurship.

Key skills: Managing Profit & Loss (P&L), Raising Sponsorship, Business Development, Team Management, managing CXO relationships. Conduit between VCs, mentors, senior corporate executives and startups.

Highlights:

- Enabled operating surplus each year in three straight years.
- Successfully hired and led a diverse team.
- Added 3000+ startups in the chapter network over a short period of 18 months.
- Helped over 250+ startups in a year, directly through key mentoring programs.
- Key brands like TiE LeapFrog, AnthahPrerana, TiE Startup Launchpad and IoTNext built and enabled through a highly motivated and active Board Members participation.
- Key partnerships built and sustained with ecosystem enablers like: NSRCEL, IIM Bangalore, LetsVenture, HeadStart, WeWork, Cowrks, iSPIRT, NASSCOM , IESA and several other corporate led accelerators.

### Manager

Jun 2013 - Apr 2014

NASSCOM

11 months

Handle complete Member Relations: Responsible for maintaining quality relationship with senior officials and CXO level folks in member companies. Inducting new members into NASSCOM and managing all members in Karnataka. End to end relationship management. Analyzing the problems of member companies and facilitating them and stake holders of the system to overcome / prepare the possible identified challenges.

Managing the EMERGE - Product Forum at the Regional Level and responsible for catalyzing the SME business eco system, by engaging with the various stake holders such as Entrepreneurs, Product Companies, VC's / Angel Investors and Customers (CIOs).

Core team member for Product Conclave: India's premiere event for software product companies. Responsible for partner management, liasioning with tech/start up communities. Part of the marketing team, with primary responsibilities of driving quality participation from CIOs and SMB user community. Play a key role in sponsorship management, ensuring closures of leads, making new pitch, negotiating, and finally ensuring deliverables as committed.

Worked end to end in EMERGE – Product Showcase: Platform to showcase emerging and startup companies. Responsible for planning, marketing, executing and implementing the showcase contests, namely: AppFAME & SaaS Apps.

Program manage the Mentorship Program: Spearheading the Mentorship program by getting together some of the key pioneer IT leaders to be a part of the Mentor panel, who in turn are responsible to help SME companies, get strategically refocused. Instrumental in getting 14 companies mentored in Bangalore.

Program managing the NASSCOM Product Conclave 2013.

NASSCOM

## **Deputy Manager, Member Services & EMERGE - Product Forum**

May 2010 - Jun 2013

NASSCOM

3 years 2 months

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NASSCOM

## **Sr. Associate**

Sep 2007 - May 2010

NASSCOM

2 years 9 months

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Manage Trade Delegations: In-charge for handling the Inward Trade Delegations to Bangalore from various countries. Handled, facilitated, and organized over 30 business delegations from APAC, Europe, US, Latin America UK and Africa. Responsible for providing key information regarding the IT industry and also act as a match maker between NASSCOM members and the visiting Business delegations.



## **Sr. Officer - Key Accounts**

Feb 2006 - Aug 2007

Timesjobs.com

1 year 7 months

Key Account Manager - Corporate Sales. Selling online recruitment solutions to clients like IBM, HAL, etc...



## Major Accounts Manager

Monster

Key accounts management - sales

Oct 2005 - Feb 2006

5 months



## Account Manager

Monster

Account manager - responsible for hunting new SME IT cos. in terms of fresh sales.

Apr 2005 - Sep 2005

6 months



## Jr. Officer

Standard Chartered Bank

Responsible for Selling Saving accounts and Life Insurance Products for Noida Branch.

Apr 2004 - Apr 2005

1 year 1 month

## Education



### Amity Business School

PGDIB, International Business

2002 - 2004



### Delhi University

B.Com, Commerce

1998 - 2001



### La Martiniere Boys College, Lucknow

10th & 12th, Commerce

1994 - 1998

## Skills



Business Development • Sales • Program Management • Strategic Account Development • Business Networking