

## JOHN WILLIAMS CHANDOLU

Ph: +91 9986286499

Email: [hellojohn07@gmail.com](mailto:hellojohn07@gmail.com)

Place: Hyderabad, India



### ABOUT ME:

15+ years in the field of Business Strategy, Sales & Marketing, Business Development & Market expansion, Operations, and PnL management in Edtech/Edu Test Prep and IT industries.

### KEY SKILLS:

PnL management, Sales & Marketing, Business Strategy & Development, Inside sales & Field sales, Product Marketing, Customer Success Management, Market Research, Leadership, People Management, Operations, Consulting, New product development, Sales Governance, Pricing & Product Strategy, Corporate Strategy, Product Management

### SKILL SET:

- Good experience in handling highly challenging roles and exhibit efficient leadership skills.
- Rich experience in handling Operations and Business Development roles at leadership levels.
- Ability to lead diverse teams, handle extreme pressure and perform well under all situations.
- Excellent knowledge and experience in studying and analyzing the market and its trends.
- Rich experience & expertise in strategizing and formulating various sales/revenue generating, business development & promotional strategies.
- Strong critical/analytical thinking and problem-solving skills.
- Well experienced Market Research analytics - Qualitative and Quantitative
- Good experience in Business Intelligence and Data Analytics tools like Tableau, SQL and R.
- Rich experience in working with cross functional teams (Marketing, Product, Operations)
- New product development from the scratch – Market survey to Pricing design
- Have worked with global teams across UAE, Kenya, China, Japan, Libya, Jordan, Turkey and India.
- Excellent Organizational and administrative skills. Strong Networking and Interpersonal skills.
- Very good in Strategy Planning, Strategy Management and Conceptualization of creative ideas.
- Experience in growing and retaining existing accounts by coming up with new solutions
- Expert in teamwork and group dynamics and in superlative productivity of the entire team.
- Experience in handling and managing big clients and in getting the best business out of them.
- Ability to lead from the front, motivate and the extract the best out of my team at all times.

### EDUCATIONAL BACKGROUND:

- Master's in Business Administration (MBA - Operations & Marketing) in 2010 from IBS-Hyderabad, Telangana, India
- Master's in Science (M.Sc. in Statistics) in 2006 from Sardar Patel University, Gujarat, India
- Bachelor's in Science (B.Sc. in Statistics) in 2004 from Acharya Nagarjuna University, Andhra Pradesh, India

### PROFESSIONAL EXPERIENCE (Summary):

Organization	Time Period	Designation
<b>Imarticus Learning (Hyderabad)</b>	1 <sup>st</sup> July 20 – 7 <sup>th</sup> Feb'22	Vice President & Sr. Business Head
	22 <sup>nd</sup> Mar'19 – 30 <sup>st</sup> June'20	Asst Vice President & Business Head
<b>CL Educate Ltd. (Bangalore &amp; Hyderabad)</b>	1 <sup>st</sup> Jul '16 to 31 <sup>st</sup> July'18	City Head (Business Head)
<b>Almotanwa (Tripoli, Libya)</b>	1 <sup>st</sup> July '15 to 5 <sup>th</sup> June '16	Senior Consultant Manager- Strategy & Business Development
<b>CL Educate Ltd. (Bangalore)</b>	1 <sup>st</sup> Sep '13 to 31 <sup>st</sup> May '15	Senior Manager – Business Development & Operations
	1 <sup>st</sup> May '12 to 31 <sup>st</sup> Aug '13	Associate Consultant- Operations/Academic Delivery
<b>The Nielsen Company (Mumbai)</b>	11 <sup>th</sup> Jan '11 to 31 <sup>st</sup> Mar '12	Data Acquisition Executive (Team Lead ) - Emerging Leaders Program
<b>Dalmia Cement (B) Ltd. (Hyderabad)</b>	1 <sup>st</sup> May '10 to 31 <sup>st</sup> Dec '10	Assistant Manager- Business Development & Market Research
<b>PT Education Pvt. Ltd. (Gujarat)</b>	1 <sup>st</sup> Dec '04 to to 30 <sup>th</sup> Apr '08	Faculty & Academic Coordinator

## **PROFESSIONAL EXPERIENCE (Responsibilities Handled & Achievements):**

**Imarticus Learning, Hyderabad, India - [From 22<sup>nd</sup> March 2019 to 7<sup>th</sup> Feb 2022]**

### **Responsibilities:**

- Role: Vice President (Business unit & P&L Head) – AP & Telangana Region.
- Responsible for strategy planning, business development, product management (20+ Products) and revenue growth and for the company in Hyderabad, Telangana & Andhra Pradesh Regions.
- Also, to scale up the business operations and expand the market for EdTech products.
- Managed the P&L and was responsible for the profitability of the region.
- Reported to the Executive Director – retail.

### **Achievements:**

- Rebuilt the entire team of Hyderabad and turned it around to be the best performing business unit across the country for the year 2019-20.
- Showed tremendous capability of not only competing with the establishing markets like Mumbai, Bangalore, Chennai, Pune and Delhi but surpassed them in revenue.
- Redefined the pricing model and came up with new strategies that resulted in better profitability for the company.
- 2019-20 at 97% (5.87 Cr), 2020-21 (5.37 Cr) and chased 11.5Cr for 2021-22
- Scaled up from 2Cr to 5.87 Cr in just one year.
- Developed Hyderabad as best pricing (profitable) hub across the country.
- Successfully launched and handled 2 new products with aplomb.

**CL Educate Ltd, Bangalore & Hyderabad, India – [From 1<sup>st</sup> July 2016 to 31<sup>st</sup> July 2018]**

### **Responsibilities:**

- Role: City Head- Business Development and Operations (B2B & B2C)
- Responsible for strategy planning, business development and revenue growth for the company.
- Reported to the President of the company and was responsible for all business development related decisions for the region. Handled more than 15 products end to end.
- Handled 7 centers (Bangalore Region) & 4 centers (Hyderabad Region) and a team of 75 people.
- Also was responsible for the design of various promotional strategies & field plans aimed at achieving better visibility for the company.
- Handled all the branding and promotional related aspects for the company for Bangalore.
- Instrumental in designing and planning the various BTL and ATL activities for better visibility and reach of the company.

- Handled products like CAT, GMAT, GRE, CLAT, Banking and CRT (Campus Recruitment Training) and mentored more than 8,000 students.
- I had achieved a revenue target of 7.88 crores for the FY 2017-18 & 8.6 Cr for the FY 2018-19
- Managed more than 60 B2B (generated close to 1.5Cr Business) clients and expanded the network aggressively through new client acquisition.

#### **Achievements:**

- Instrumental in turning around CL Bangalore from a loss zone into a healthy profitable hub.
- Responsible for setting up a new, stable and a dynamic & highly aggressive team.
- Handled a team of experienced MBA graduates from IIM's and elite B-Schools.
- Have set up many new and efficient processes to improve the productivity of each team member.
- Have introduced many employees' friendly processes to keep the motivation levels of the team members always on a high.
- Turned around Hyderabad pockets like Tarnaka, AS Rao Nagar and Dilsukhnagar from loss making units into safe and profitable zones.
- Improved the visibility of the company in the region by atleast 2x times
- Great Results: 290+ IIM call getters in CAT 2016 and 550+ IIM call getters in CAT 2017, 330+ NLU call getters in CLAT 2017 from CL Bangalore & Hyderabad

#### **Almotanwa, Tripoli, Libya – [From 1<sup>st</sup> July 2015 to 5<sup>th</sup> June 2016]**

#### **Responsibilities:**

- Role: Senior Consultant Manager (Business Development & Corporate Strategy)
- Reported to the Managing Director & CEO of the company  
Handled a team of 5 direct & 12 indirect reportees
- Was responsible for business development for the company through international clients
- Was the face of the company in negotiating business deals with various international clients from UAE, Jordan and Turkey and India.

#### **Achievements:**

- Always made sure that the team exceeded the planned business targets for the month.
- Have implemented a lot of processes that not only reduced the overall cycle time but also increased the productivity of the company on the whole.
- Have strategized and implemented many aggressive sales measures which made the company achieve higher revenue returns.
- I brought in many employee-friendly policies and performance incentives, which always keep the team motivated and in turn urge them to do better at office.

## **CL Educate Ltd, Bangalore, India – [From 1<sup>st</sup> May 2012 to 31<sup>st</sup> May 2015]**

### **Responsibilities:**

- Role: Senior Manager – Business Development & Operations.
- Lead a team of 45 and headed 5 branches of CL Educate Ltd. in Bangalore Region.
- Was responsible for the smooth flow of all the processes, product development, the process delivery, services management and the after-service superlative support system.
- Conceptualized, Planned, strategized and was personally involved in major business decisions, events & workshops planning and represented Bangalore in the head office.
- Was responsible to achieve the business and revenue targets as given by the top management.
- Was the face of the company in Bangalore and was responsible and instrumental in dealing with all major clients and deriving better business from them. Handled a total of 6 products.
- Was also responsible to regularly train, monitor and mentor the entire team.
- Took responsibility to deliver a variety of guest seminars/workshops on career guidance and personality development at various prestigious institutions, business schools and corporate companies (Like IBM, Microsoft, Vodafone etc.) across south India.
- Was also actively involved in all the branding, promotional and marketing aspects of the company in Bangalore.

### **Achievements:**

- Was responsible for the planning, initiation and setting up of many new processes, which resulted in better operational efficiency and superior productivity for the company.
- Had built and developed the team from 8 members to 45 members.
- Was promoted as the Senior Manager for Bangalore Region in less than 1 year of joining the company.
- Received several accolades from the Vice President-South and the board of directors for the consistent performance by my team.
- Have been instrumental in planning, strategizing and designing many marketing and advertising campaigns, which has led to a greater visibility of the company.
- Instrumental in conducting a good number of Market Research studies to understand consumer perception about brand CL and its services, competition analysis, market & its trends which in turn aided in better decision making for the company.
- Have mentored more than 8000 students till date, helped them clear the top competitive exams and helped to get into premium Business/Law schools, top national banks etc. across India.
- I have also made a name for myself as one of best trainers in Quantitative Aptitude, Reasoning & Personality development across Bangalore Region.

## **The Nielsen Company, Mumbai, India – [From 11<sup>th</sup> Jan 2011 to 31<sup>st</sup> March 2012]**

### **Responsibilities:**

- Role: Data Acquisition Executive (Team Lead), Emerging Leaders' Program.
- Was given the responsibility to study the entire field data collection process of the Mumbai region and to bring out the various loopholes, devise corrective measures and come with suggested solutions to overcome the same on a long-term basis.
- Was also given the responsibility to suggest methods for replace the then existing complicated, time consuming, less accurate and not cent percent reliable field surveys and data collection processes.
- Also acted as a moderator for various focus group studies and panel discussions.
- Supervised research teams for projects with clients like HUL, Pepsi, Coca Cola, Bajaj Auto, and Volkswagen etc.
- Was working in coordination with a virtual team of 10 members (Emerging Leaders Program) from India, Nigeria, China and Kenya and collaborated on our findings.

### **Achievements:**

- Was designated as the change agent for Mumbai Region and was responsible for many changes in the ground level primary research processes.
- Helped the Mumbai team also implement a good number of changes in the research methodology and data collation process.
- Suggested ways to management to increase the productivity of the field team.
- Handled many big Quantitative and Qualitative research projects.
- Presented a detailed report to management on market research on the Indian Retail Industry and worked on the market segmentation with an emphasis on the growing trends in the FMCG sector.
- Was responsible for the recommendation of many new initiatives for developing the step-1 & 2 data collection processes.

## **Dalmia Cement (Bharat) Ltd., Hyderabad, India – [From 1<sup>st</sup> May 2010 to 31<sup>st</sup> Dec 2010]**

### **Responsibilities:**

- Role: Assistant Manager- Business Development/ Market Research
- Was responsible for business development and revenue growth of the company for cement sales.
- Handled a team of 5 people and was given responsibility to pitch in for aggressive sales among the cement dealers to achieve the monthly targets given by the management.
- Also conducted regular meetings with the cement dealers and took their feedback about our product. Lead the Market Research wing for Dalmia Cement, Andhra Pradesh.
- Was involved in various marketing and promotional activities.

**Achievements:**

- Successfully achieved the targets given every single month.
- Travelled to various parts of Andhra Pradesh and did an exhaustive market study on the cement industry in the state.
- Did a detailed market study and presented a report titled “A Market Research Survey Report on Dealers’ Attitude & Satisfaction and also their Perception about the company in the market” which was widely appreciated by the top management. It was also recommended by them to be implemented in many other cities as well.
- Have been recognized as one of the employees under the elevation program.

**PT Education Pvt. Ltd. Gujarat, India – [From 1<sup>st</sup> Dec 2004 to 30<sup>th</sup> April 2008]****Responsibilities:**

- Role – Faculty & Academic Coordinator
- Handled Operations of the entire Branch and was responsible for the smooth flow of all process.
- Also handled Quantitative Aptitude, Reasoning, and Career Guidance & Personality Development sessions.
- Training and Development-was actively involved in the training activities/schedules of the new recruits.
- Efficiently handled all academic activities including recruiting new faculties, mentoring them on a regular basis and evaluating them.

**Achievements:**

- Developed it into one of the best branches in the state of Gujarat in terms of business and services quality.
- Had always been a top performer and received several accolades from the top management including the CEO and MD of the company.
- Mentored more than 500 students and help them clear various competitive exams.
- Handled over 50+ seminars/workshops at various colleges on various issues ranging from how to tackle competitive exams to motivational sessions.

#### EXTRA CURRICULAR ACTIVITIES:

- I was the General Secretary for the Department of Statistics, Sardar Patel University for the year 2005-06
- I was the Student President for the Department of Statistics, Andhra Loyola College, Vijayawada for the year 2003-04.
- Was College Cricket Captain-Department of Statistics- 2003-04, in College Volleyball team 2001-2006

#### HOBBIES:

Adventures, Music, Cricket, Following Technology Updates

#### PERSONAL DETAILS:

**Name:** John Williams Chandolu

**Date of Birth:** 22nd November 1983

**Nationality:** Indian

**Marital Status:** Married

**Languages Known:** English, Hindi and Telugu.

**Current Location:** Hyderabad, India

*Declaration: I hereby declare that the information furnished above is true in every detail and correct to the best of my knowledge and belief.*

**John Williams Chandolu**