



YOGESH CHANDRAYAN

Sr Management professional, skilled in blending creative intellect and sharp planning skills, insight & integrated approach towards Strategic Business Planning, Partner Integration & Business Development. Focused on business life-cycle & value management, applying best practice guidelines, visualizing and transforming organizational vision into reality.



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SUMMARY

Enterprising Leader with Strategic Insight on Business Expansion, Market Landscape offering 15+ years of insightful experience in delivering repeated results. Strategic Planner anticipating Business Demands & Risks, leading success stories for Business Integration, Growth & Sustained performance.

Business Enabler, financially astute with proven record on strengthening performance (EBIDTA), driving growth with ownership on CAPEX, OPEX and various Business Programs.

Strong business acumen with skills to remain on the cutting edge, enhancing the value proposition of the operating business units through process improvements, best practice identification and implementation.

Invigorating an entrepreneur spirit with success in Business Enhancement, through Sales & Marketing, Product Positioning, Channel Development, New Marketing Initiatives, P&L Management and Sustenance.

Flair for creating innovative business plans with demonstrated abilities in achieving bottom line / top line as well as turnaround growth and position organization for long-term profitability.

PROFESSIONAL SYNOPSIS



BUSINESS DEVELOPMENT HEAD, INDIA,
Brillect Tech Solutions, Nagpur, Since 2021



BUSINESS HEAD,
Oview Technologies, Nagpur, 2017 - 2021



MARKETING & BUSINESS DEVELOPMENT HEAD
Ansec HR Services Pvt Ltd, 2015 - 2017



BUSINESS HEAD,
Oview Technologies, Nagpur, 2004 - 2015

AREAS OF EXPERTISE

- Strategic Business Insight
- Business & Financial Acumen
- Sales & Business Integration
- Project Management
- P & L Oversight, CAPEX & OPEX
- Budget & Forecasting
- Business Growth & Continuity
- Government e-Marketplace
- Bids & Tenders
- Key Account Management
- Productivity & Metrics
- Resource Optimization
- Customer Delight
- Talent Acquisition & Retention
- Stakeholder Engagement

BUSINESS DOMAIN

- Industrial Security Surveillance Products & Services
- PVC Card Printers
- Access Control & Biometrics Solution for Government Projects
- Banking Automation Products for Corporate Banking and Non-Banking Financial Segments
- GeM and Government Tenders

EMPLOYMENT HISTORY

BUSINESS DEVELOPMENT HEAD

Brillect Tech Solutions Pvt Ltd, Nagpur, Since Oct 2021

LEADERSHIP INITIATIVES:

- Led initiatives with strategic insight on business expansion & market landscape, building client base and improving service line footprints
- Steered business integration for training & placement on SAAS based technologies in the domain of Cloud Technology, Cyber Security, Machine Learning, Data Science and Business Management

CAREER HIGHLIGHTS

- Despite covid challenge, generated annual revenue of over Rs 1.25 Cr
- Led from the front, enabled smooth percolation of sales operations and consistently realized business objectives
- Managed multi-crore projects
- Completed Municipal Corporation project for "Hawkers Licence"
- Executed Maharashtra Govt project for installation of CCTV cameras in triable school
- Added & retained large corporate accounts continuously
- Successfully won bids & negotiations across different levels in the Govt sector

PROJECTS WITH OVVIEW

Successfully completed many big projects, such as:

- City surveillance project in Vasmat City from Nanded District, 2016-2017
- Bhandara city surveillance turnkey project with 18 KM optic fiber cable laying in 2014-2015
- Installed IP CCTV cameras across the city and handed over the CMS center to Police Commissioner office & Nagar Parishad Bhandara District, 2014-2015
- IP CCTV installation project in TATA DLT Pune, 2015-2016
- AMC projects of ITC Hotels across the country for more than 6 years
- AMC for State Bank of India, LHO Bhopal Division for 3 years
- Installed 3000 smoke detectors with 20 panels addressable fire alarm system covering approx. area of 2 lacs Sq Ft at MIHAN, Nagpur, in the year 2009
- Prestigious clients handled Tanishq, ADCC Ceinsys Tech, ITC Ashoka Hotels, Co-Operative Banks, Hospitals, Schools, etc.

PROJECTS WITH ANSEC HR

- SBI Bank Secured ATM without a Security Guard in 2015-2017

- Conceptualizing 'Route to Market' strategies, penetrating new markets, increasing overall business by 40% in last 6 months
- Preparing Annual Operational Plan (AOP), budget planning, forecasting & monitoring their development and drove productivity initiatives
- Developed agreements thru MOU with Starex University, Gurugram and BIITS Pilani, Hyderabad
- Providing operational leadership to a team of 24 members, meeting financial targets of gross revenue, net revenue, EBITDA and cash flow
- Managing CAPEX & OPEX: Planning, monitoring & controlling, working with team to remove bottlenecks
- Increasing conversion rates, longer term customer relationships and increasing customer lifetime value
- Developing capabilities, evolving training & development initiatives for improved performance, setting sales objective & streamlined processes

BUSINESS HEAD

Overview Technologies, Nagpur, 2017 - 2021

BUSINESS TRANSFORMATION INITIATIVES:

- Led team for aggressive business initiatives in markets across Mumbai, Thane, Raipur, Bhopal and Vidarbha regions
- Managed P&L accountabilities with focus on achieving 20% CAGR
- Facilitated end-to-end project management, enabled on-time delivery, achieved agreed project targets of time, cost, quality and scope
- Prepared robust business plan, product portfolio, resource allocation, right mix of marketing tactics and GTM Strategy based on Data Analysis & Market Intelligence
- Developed new client base, expanded existing network and market share, enabled deeper market penetration
- Led complex business negotiations on GeM, Bids & Govt Tenders, RFPs, RFQs and other Pre-Sales activities, made high stakes decisions on financial, technical, eligibility and commercial proposals
- Coordinated with authorities from various State & Central Govt, Local Bodies and Private clients, negotiated terms for procurement of orders
- Established strategic partnerships, built and maintained relations with key decision makers, established large volume & high profit accounts
- Introduced Operational Efficiency Index (OEI) within the organization for performance measurement on business health & trend analysis
- Drove market enthusiasm through communications, B2B sales partners, seminars, trade shows, industry events and local market agencies

MARKETING & BUSINESS DEVELOPMENT HEAD

Ansec HR Services Pvt Ltd, 2015 – 2017

Managing the new wing for Development of Electronic Security Business.

- Managed manpower staffing, right form recruitment, product & process training, also, looked after operational deliverables
- Planned budget, monitored development, managed operations within the budget and drive cost savings through efficiency levers
- Aligning business growth objectives & sustenance of the regions, ensured effectiveness of sales campaigns, product positioning, channel development & top-line performance as per AOP
- Implemented strategies, drove change, infused new ideas and took performance and productivity to the next level

PERSONAL ATTRIBUTES

- An out of the box thinker
- Enthusiastic, creative & lead by example
- Realistic optimism
- Read people and adapt to necessary management styles
- Demonstrated ability to meet deadlines and objectives
- Ability to work in multi-cultural environment
- Calm under pressure
- Meticulous attention to details
- Multi-tasking
- Strong work ethics
- Effective Communicator
- Possess great capability to make decisions where precedents are not established
- Carry a "Never give up Attitude"

ACADEMIC CREDENTIALS

- B.E. (Mechanical Engineering) 3rd year appeared
from YCCE Engineering College, Nagpur, 2004
- Diploma in Mechanical Engineering,
from YCCE Engineering College, Nagpur, 2000

OTHER DETAILS

Date of Birth: 8th April 1977

Social Status: Married

Languages Known: English, Hindi & Marathi

References:

Can be made available upon request

BUSINESS HEAD

Oview Technologies, Nagpur, 2004 - 2015

- Led from the front, enabled smooth percolation of sales operations and consistently realized business objectives
- Carried out sales of smart cards and its services offering to institutional customers as well clients from financial industry
- Managed presales activity such as; preparation of commercial offers, negotiations, demonstrations and follow ups with potential customers for further process
- Generated leads, converted customer enquiry into sales, carried out POCs at customer locations
- Built a high-performance team using interactive & motivational leadership, mentored them to achieve resource wise productivity benchmarks
- Identified areas of improvement implemented adequate measures to maximize stakeholder's satisfaction
- Executed ATL & BTL activities, sales promotional schemes for brand promotion, generated footfalls and increased sales
- Delivered renewed Fiscal Performance through process improvements, business excellence & market visibility
- Forecasted business changes, created a strong business network and adding new capabilities

OTHER ENTREPRENEURIAL ACTIVITIES

PROPRIETOR

Marvel Technology, (HCL Company Store), 2013 - 2015

- Was involved in sales & service of HCL brand of products in and around Nagpur region
- Handled the stores operation, customer support, sales & after sales service
- Generated turnover of Rs 1.5 Cr

FRANCHISEE OWNER

Arisa, (Vishal Saree Store). 2013 - 2015

- Started the franchise of saree store in a renowned mall in Nagpur
- Looked after sales, customer satisfaction, inventory management
- Did annual business of Rs 2 Cr

ACTIVITIES OF SOCIAL RESPONSIBILITIES

- Designed the Govt Project, "How to prevent sexual harassment of girl child in a tribal development school (Ashram School)", this pilot project was executed within Thane District in 2009-2011
- Active member of Lions Club International
- Was President of Lions Club, Nagpur North, 2015-2016
- I am the Director of Dialysis Centre in Nagpur region in collaboration with NMC and Lions Internationals