

Dynamic career that reflects rich experience & year-on-year success in driving business & operations strategy with end-to-end P&L accountability



Executive Profile

- Highly Accomplished Business Leader offering over 19 years of success in devising and executing business strategies to achieve top-line & bottom-line profitability
- Key Specialist with immense success in establishing franchisee business from scratch and amplifying business margin by multifold
- Impressive success in achieving profit and business growth objectives within start-up, turnaround & rapid-change environments
- Extensive experience of leading end-to-end business of Formal & Informal Education & Training (NIIT Franchise), CIT Products, School Education, Software Development, Web Development and Digital Marketing
- Skilled in initiating & developing relationships with key decision-makers in target organizations for business development; collaborated with government officials
- Competency in analyzing existing processes and introducing & managing organizational changes to enhance organizational effectiveness and employee commitment & morale
- A keen implementer, capable of defining and communicating policies, procedures & standards throughout the organization as well as determining the corporate vision for security
- Effective & accountable in high-profile executive roles: Overcoming complex business challenges and making high-stakes decisions using experience-backed judgment, strong work ethics & irreproachable integrity
- Corporate strategy & development specialist: Characterizing as a visionary, strategist & tactician; consistent record of delivering results in growth, revenue, operational performance and profitability
- Conducted several big events encompassing annual job fair which showed over 1000 people participating in the same
- Respect and leverage human capital: Motivating, mentoring and leading talented professionals; living the culture and leading by example
- Proficient in managing business operations encompassing customer relationship management, administration, market analysis, development of new markets and market segments
- Excelled at managing multiple demands, recognizing risk factors & providing customer services pertaining to array of services



Key Impact Areas

Business Planning & Leadership

P&L / Revenue Growth

Talent Acquisition & Retention

Strategic Tie-ups/ Partnerships

Digital Marketing

Employee Engagement / Performance Management

Vendor / Client Management (CRM)

New Business Set-up/ Establishment

Team Building & Management

Crisis Management



Soft Skills

Decision-maker

Entrepreneur

Collaborator



Education & Credentials

- Master's Degree (Economics) from Berhampur University in 2014
- GNIIT (Software & Systems Engineering) from NIIT Kolkata in 1998
- B.Com.(Honours) from Calcutta University in 1997



Career Timeline





Rewards & Recognitions

- ◉ **Silver Club Award** from NIIT Ltd.
- ◉ **Excellence in Business Award** from NIIT Ltd.
- ◉ **Excellence in Education Delivery Award** from NIIT Ltd.



Entrepreneurial Experience

Nov'02 – Mar'19: Win Infocare Pvt. Ltd. (NIIT Ltd. Franchise), Berhampur, Odisha

Joined as **Director** and rose to the position of **Managing Director**

Role:

- ◉ Formulated strategic plans to enhance operations; implemented strict measures in operating procedures to optimize resource / capacity utilization
- ◉ Oversaw manpower planning, recruitment, selection, induction, orientation, payroll management, compensation & development of employees in the organization
- ◉ Expanded business & consistently improved profitability of company; identified new streams for long-term revenue growth
- ◉ Designed successful business expansion strategies using customer & market feedback
- ◉ Established alliances/ tie-ups with key players, resulting in deeper market penetration and reach; formulated business goals, short-term and long-term budgets and developed business plans for its accomplishment
- ◉ Recruited, mentored & led a team and other key personnel to profitably grow the business
- ◉ Headed manpower planning, recruitment, selection, induction, orientation, payroll management, compensation & development of employees in the organization
- ◉ Led complete business operations encompassing profitability, forecasting monthly/ annual sales targets & execution
- ◉ Developed new business partners to expand product reach in the market and coordinated with the dealers to assist them to promote the product
- ◉ Verified & processed fresh proposals; scrutinized fresh applications-based information available in the forms; ensured validity of the forms and cross-checked for any other supporting documents
- ◉ Built & maintained healthy business relations with major clients, thereby ensuring maximum customer satisfaction
- ◉ Spearheaded all administrative activities like maintenance of office equipment, transport, housekeeping & maintenance of office and record keeping of office stationery including various formats
- ◉ Front-led business planning and performance management including development of plans for staff coaching, recruitment and hosting of constructive meetings
- ◉ Nurtured excellent relationship with all stakeholders to organize overall marketing determinations in accordance with corporate goals; developed sales and marketing plans to implement strategies in region

Nov'07 – Sep'17: Imperial College (Berhampur University), Berhampur, Odisha as **Chairman & Managing Trustee**

- ◉ Established Imperial College right from scratch and ensured successful running of the same
- ◉ Delivered multiple programs to undergraduate/post graduate students through regular and distance mode.
- ◉ Played a key role in conducting multiple big seminars with key industry leaders as well as other events



Previous Experience

Dec'98 – Oct'02: Dash Infoed Pvt. Ltd. (NIIT Ltd. Franchise), Balangir, Odisha

Joined as **Technical Trainer (IT)** and rose to the position of **Group Head**



Personal Details

Date of Birth: 7th October 1975

Languages Known: English and Hindi

Present Address: 15/20, Chinar Park, Ayush Apartment, Flat No.4B, Kolkata 700157 (West Bengal)