

Vrishank Chandavarkar

Business Development Manager

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Driving License Status: Valid

Marital Status: Married

Total Work Ex: 13 Years



For referrals and media

please visit LinkedIn Profile: <https://www.linkedin.com/in/vrchan/>

Core Competencies

Industry Expertise:

1. E-Commerce Marketplaces
2. Food & Beverage
3. Home Services
4. Logistics
5. News Media

Corporate Skills:

1. Business Development
2. Account Management
3. Data Analysis
4. Operations
5. Profit & loss

Languages Spoken:

1. English (Fluent)
2. French (Fluent)
3. Turkish (Fluent)
4. Hindi/Urdu (Fluent)
5. Arabic (Intermédiaire)

Professional Career

Megacity Ventures

Dubai, U.A.E | Jan 22 to Present

A GTM MENA Accelerator for Early-Stage Startups

Title: Founder/ Tech Consultant

- Consultant for Early-Stage Startups for GTM Strategies.
- Setting up FTZ Registration, Last Mile Delivery & Fulfilment infrastructure.
- To provide E-commerce solutions
- To create the Sales Processes with OKRs, KPIs and company targets.
- Building bestby.ae a excess stock liquidation E-Commerce Store.

Achievements

- Developed & Coded 5 E-Commerce Stores
- Designed layouts, UI/UX and e-commerce stores for multiple SMEs.
- Consulted for Consultancy firms **Aranca, Ken Research** on the UAE Start-up market.
- Signed clients like **Godrej Nature's Basket, MrUsta, BookMyShow**.
- Registered and sponsored company licenses & visa via UAQ FTZ, SHAMS & Meydan FTZ

Fodel.com

Dubai, U.A.E | April 22 to Oct 22

MENA's Largest E-Commerce PUDO Network

Title: Chief Business Development Officer

- Reporting to the **Founder & CEO**
- To Onboard new Online Marketplace, E-Commerce & Logistics companies as clients.
- To work with Key Accounts namely Amazon, Landmark, Chalhoub Group to increase order volumes.
- To create the Sales Processes with OKRs, KPIs and company targets.

Achievements

- Onboarded Al Futtaim Group as a New Client for KSA
- Onboarded Golden Scent (Saudi) as a New Key Account.
- Managing Amazon, Landmark, Chalhoub & Brands for Less as Key Accounts.
- Built UI/UX frameworks for prospective New Clients.

MrUsta.com

UAE's leading Home Services Marketplace

Title: Director – Sales & Operations

- Reporting to the **Board of Directors** on the **P & L** of the company.
- Managing both sales & operations teams.
- Leading the integration with **MAF verticals** like Carrefour, Maison Du Monde, Crate & Barrel, Share.
- To brand and deploy the **Mr Usta Fleet** (Moving trucks & Maintenance Vans)
- Maintain monthly Cash Flow operations.

Dubai, U.A.E | Jan 18 to Mar 22

Achievements

- Successfully increased the company's on-demand revenue from **20 %** in 2018 to **75 %** in 2022.
- Achieved the Highest Sales figures of the company history in **May 18, Sept 18 & April 19**.
- Achieved the Highest Conversion Rate of Jobs in the company history at **85%**
- Built partnerships with **Justlife, Dubizzle, Careem, Meraas, Huawei & MAF**.
- Successfully created a Branded Fleet of vehicles for Mr Usta including Moving trucks & Utility Vans.

Zomato.com

World's Leading Food & Beverage Delivery Marketplace

Title: Team Leader – Sales & Operations (O2)

Managing a team of 15 Account Executives

- Spearheading the sales & operations of Zomato services from setup stage in two cities.
- Developing sales strategies and planning, budgeting, and implementing the rollout.
- Identify and develop new clients and implement market strategies to increase order volumes.
- Handle recruitment and training of staff.
- Conceptualize and manage promotional activities – Online advertising, Food Blogger meetups, stall management at food festivals, B2B partnerships, distribution of corporate discounts.
- Ensure client retention and satisfaction.
- To develop B2B partnerships to launch Last Mile Logistics.

United Arab Emirates | Jun 15 to May 16

Achievements

- Signed up **1800** restaurants within 8 months for O2.
- Implemented system of discounts of up to 20% on weekends / holidays which led to a **25% increase** in new customers.
- Reached sales volume of **\$52,000 per day** within 6 months.
- Achieved a **95% efficiency** level in order execution for Dubai & **93% efficiency** for Abu Dhabi.
- Drove a sustained average increase of **35% MoM** in orders of 360 top restaurants through sales promotion schemes and measures.
- Managed a budget of **\$250,000** to build a mobile communication infrastructure.
- Signed up with leading restaurant chains like **Subway, Nando's, Johnny Rockets, Burger King & Little Bangkok** which contributed towards 60 % of the overall revenues.
- Signed contract partnerships with **Room Service Delivery** and **AnyOrder.ae** for last mile services.

BookMyShow.com

India's Largest Entertainment Ticketing Marketplace

Title: Manager – Projects & Communications

KRAs

- Manage the development, promotion of internal projects.
- Build special communication channels internally through corporate programs.
- Create and implement an effective media and marketing strategy.

Mumbai, India | Aug 14 to July 15

Achievements

- Increased the brand awareness via press coverage by **300% for FY 15**.
- Built BookMyShow's CSR platform BookASmile, building funding partnerships with various NGOs like **Yuva, Magic Bus & Akansha**.
- Raised **\$15000** as Funding via the BookASmile platform between Dec14 to Jun 15 to fund various CSR initiatives.
- Setup the In-house Employee Welfare Scheme with a shoestring budget benefitting **600 Employees**.

Special Honours

Atlantic Council

A Leading American Think Tank.

[Title: Startup Mentor Cohort 23-24](#)

KRAs:

- A mentor for Startups led by Women Entrepreneurs selected for the Empower ME Win Fellowship
- Mentoring 5 Startups in Product Development and Business Strategy.
- Co-mentoring along fellow mentors Nadine Mezher (CEO- Sarwa) & Jad Halaoui (CEO-Washmen).

Dubai, Washington D.C. | June 23 to Present

Achievements

- Successfully selected as a leading 1 of 50 mentors in the MENA.
- Successfully selected as mentor for 5 Entrepreneurs.

Education Qualifications

Executive Education



1. PSPO, Professional Scrum Product Owner, Scrum.org - 2023 (1 Month)
2. PSM, Profession Scrum Master, Scrum.org - 2023 (1 Month)
3. Full Stack Developer in MERN Stack, certified by Astro Labs by Google and accredited by Dubai Government KHDA 2022 (4 Months)

Post-Graduation:



1. PGDP Broadcast Journalism - Asian College of Journalism India 2009 (1 Year)

Graduation:

1. BSC. Physics, St. Xavier's' College, Mumbai University, India 2008 (3 Year)

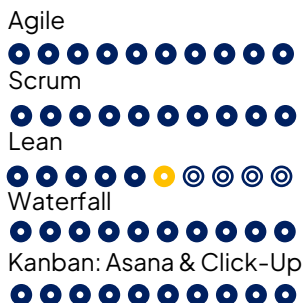


Certifications:

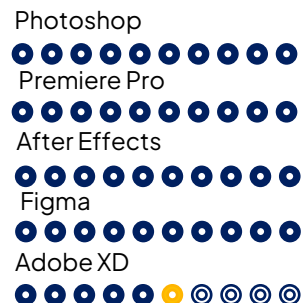
1. Venture Capital: How to Model Investment Rounds via Udemy Academy, 2020.
2. The Complete social media and Digital Marketing course by Rob Percival via Udemy, 2018

Technical Skills

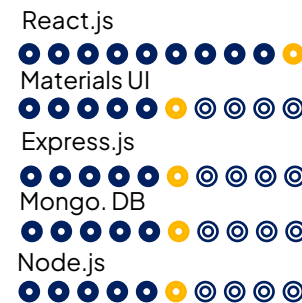
PM FRAMEWORKS



UI/UX DESIGN



PROGRAMMING



DATA & MARKETING

