

Vrishank Chandavarkar

Entrepreneur-in-Residence

Tel: +971 50 615 4466

Email: vc@megacityventures.com

Driving License Status: Valid

Marital Status: Married

Total Work Ex: 14 Years

Websites: megacityventures.com | vrishankchandavarkar.com

For referrals and media

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



Core Competencies:

Industry Expertise: 1. Online Marketplaces 2. Food & Beverage 3. Home Services 4. Logistics 5. Quick Commerce 6. SaaS

Corporate Skills: 1. Business Development 2. Product Management 3. Data Analysis 4. Digital Marketing 5. Profit & loss

Professional Summary:

Megacity Ventures

A GTM Accelerator for Tech Startups & SMEs in the UAE.

Dubai, UAE | Mar 22 to Present

Founder & Entrepreneur in Residence

- Serving as **Chief Growth Officer for Primo Home Services**
A Home Services Marketplace Primohome.ae
 - Managing a P&L of AED 6 million and 100 Staff.
 - Custom built an Online Booking System, with a fully automated CRM, Accounting and Marketing Software.
 - Growing the P&L from AED 4 Mil to AED 6 Mil in 1 Year.
- Served as **Chief Business Officer Fodel.com:**
MENA's Largest PUDO SaaS Solution & Network and for Retail E-Commerce and Logistics Chains
 - Managed Sales for KSA & UAE Markets.
 - Account Manager for Amazon, Landmark & Brands for Less Groups.
 - Aramco funded startup valued at USD 24 Mil
 - UAE Biz Acquired by Emirates Post
- Served as **MENA Consultant Aranca Advisory UK:**
A Global Research & Analytics Firm for Fortune 500 Cos
 - Served as consultant for international companies looking to establish a subsidiary in MENA.
 - Create reports on P&L Projections, Competitors & Market Opportunity

Achievements

- For Megacity Ventures:**
 - Secured 3 paying clients over 2 years with a combined ARR of USD 10 Million.
- For Clients:**
 - Primo Home:** Successfully built Primo Home, an online home services booking website integrated with Zoho CRM, Zoho Books, for Accounting, Gallabox for Marketing Automations, Zoho Flow Slack for Realtime notifications.
 - Primo Home:** Introduced Laundry & Pest Control Verticals
 - Fodel:** Successfully Signed Al Futtaim Group as a Client for Watsons Cosmetics in KSA and UAE Business.
 - Fodel:** Represented Fodel at Seamless DXB, in negotiations with Aramex, Golden Scent and J&T Logistics

Atlantic Council

A Premier American Think Tank in Govt Policy & International Affairs

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

Startup Mentor for Win Fellowship Cohort 23-26.

- 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 Omar Rifai (CEO - GrubTech), Nadine Mezher (CEO - Sarwa) & Jad Halaoui (CEO - Washmen).

Achievements

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

Learn More: [Win Fellowship Cohort 2023-24](#)

Director – Sales & Product 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.

Zomato.com

World's Leading Food & Beverage Delivery Marketplace
Market Cap USD 28 Billion

Team Leader – Sales & Product 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.

BookMyShow.com

India's Largest Entertainment Ticketing Marketplace

Manager - Projects

- Manage the development, promotion of internal projects.
- Build special communication channels internally through corporate programs.
- Create and implement an effective media and marketing strategy.
- Revive incomplete company projects and drive effective completion resulting in revenue generation

Technical Skills:

ERP& SaaS

- Zoho & Odoo ERP
- Salesforce
- Salesforce
- Tabby, Apple Pay, Stripe
- Slack & Notion & Zapier

UI/UX DESIGN

- Photoshop
- Premiere Pro
- After Effects
- Figma
- Canva & Express

PROGRAMMING

- React.js
- Materials UI
- Express.js
- Mongo. DB
- Node.js

DIGITAL MARKETING

- Google, META & LinkedIn Ads
- Ahrefs and SEO
- WhatsApp Marketing APIs
- Email Marketing
- Google Analytics

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.

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.

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 donations 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.**

Education Summary:

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

Post-Graduation: Diploma in Business Broadcast Journalism

PGDP Broadcast Journalism - Asian College of Journalism & British Broadcasting Corporation BBC India 2009

Majored in Business Reporting:

Balance Sheet Analysis, Stock Market Reportage, Mergers & Acquisitions Detailing, Cap-Table Structuring and Venture Capital

Graduation: Bachelor's Degree in Theoretical Physics and Mathematics

BSC. Physics, St. Xavier's' College, Mumbai University, India 2008

Majored in Special & General Theory of Relativity & Quantum Physics

Minored in Theoretical Mathematics

References:

Mr. Amjad Ahmad
Managing Partner 500 Global
[LinkedIn](#)

Mr. Sudhir Syal
Founder & CEO, Startify | Ex-CEO Lenskart & BookMyShow MENA
[LinkedIn](#)