

## Contact

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abhishekchalana (LinkedIn)

chalanas.com/ (Company)

## Top Skills

Business Development

Recruiting

Business Strategy

## Languages

English (Native or Bilingual)

## Certifications

GESS: Certificate of Participation

Start a Marketing Business: Concept to Launch

Jeffrey Gitomer's Little Red Book of Sales Answers (getAbstract Summary)

Business Intelligence for Consultants

General Data Protection Regulation (GDPR): Certificate of Achievement (100% score)

# Abhishek Chalana

Strategy Consultant | Advising business owners worldwide

Dubai, United Arab Emirates

## Summary

Helping companies worldwide across sectors in following areas

- 1) Increasing sales/ revenue/ margins/ market and wallet shares
- 2) Acquiring business/market/ competitive intelligence
- 3) Building brand visibility, reputation and top of the client mind recall
- 4) Hiring senior talent: CXOs/ Top Management Executives, Functional/ Technical/ Support Staff
- 5) Conducting business researches, feasibility studies, business analysis
- 6) Formulating organizational policies, operating procedures, processes and systems for compliance and monitoring as well as Drafting legal documents
- 7) Automating office and operational functionality, increasing performance, reducing outages, managing retrenchments, turnaround situations especially during distressed stages
- 8) Training, Coaching and Mentoring Leadership and Managerial employees
- 9) Introducing transformation, innovation, diversification, productization and platformization

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## Experience

Chalanas Strategy and Management Consultant

6 years 4 months

Managing Partner

March 2017 - Present (6 years 4 months)

Worldwide

Clients engage with me to solve their business problems across the board. Typically, these are mid size to well established companies from across sectors and geographies. Projects accepted are strictly on fixed monthly retainers only. Nature of work varies for each client including but not limited to the following mentioned the Top 5 areas most projects are received.

- 1) Researching markets and industries across geographies. Extensive reports provided.
- 2) Talent Acquisition: Helping recruit manpower 360 degree for any role, experience, geography, etc.
- 3) Sales: Acquisition of new customers from any one or more industries and countries.
- 4) Marketing: Creation and Distribution of content across digital platforms on agreed periodicity.
- 5) Training: Coaching in 'fireside' format on topics spanning across the gamut of business skills.

### Global Advisor/ Consultant - Business Growth

September 2018 - Present (4 years 10 months)

Worldwide

Select few examples of current mandates

:::: Business Consultant and Advisor to North American based sales intermediary firm that specializes in delivering training programs to improve cold calling ability of outbound telecallers at companies across sectors.

:::: Global Business Representative for executive and mid level management search firm founded by an ex-IIM. Acquired BIG4 as client for them. Several other similar and correlated client acquisitions in pipeline.

:::: MENA (Middle East and North Africa) Head for Employee and Company Background Check Verification Agency: <40 years old company with verification capabilities in >150 countries and conducting pre employment and corporate due diligence checks for Fortune 500s, family businesses and government owned entities worldwide.

Select few examples of completed projects

:::: Increase sales for the commercial and corporate business division of a Middle East headquartered Insurance company. 4 New acquisitions within the first few weeks of project acceptance.

:::: Business Advisor to Drone Surveyor: UAE's leading and fastest growing startup in the Drone Surveying company with several sector agnostic POCs and successful MVPs.

::: EMEA Head for Appointment Booking/ Scheduling API: Offshoot of well funded American start-up with their technology already empowering millions of bookings and events globally used by engineering and software development teams at Fortune 500 companies worldwide.

::: UAE representative for an Event Equipment Rentals: >10 years in business being based in United Arab Emirates providing full event solutions with core forte in providing sound and lighting equipment on rent.

::: Regional Representative (MENA) for Business Compliance Services: >30 years old company in providing forensic intelligence, corporate due diligence and anti bribery certifications.

#### International Business Consultant

March 2017 - Present (6 years 4 months)

United Arab Emirates

Engaged for strategic thinking, innovation and market representation for companies from across sectors and geographies seeking entry or and expansion in UAE or across the Gulf/ Middle East.

Delivered on BOT (build, operate and transfer) style.

#### Chalanas | Business Consulting | Strategy & Management

##### Business Consultant

December 2014 - Present (8 years 7 months)

India

Every solution and service from Business Cradle to Graduation. Clients include startups, Micro, Small and Medium Business owners across sectors PAN India and select few foreign companies of similar size seeking India market entry.

#### Dentestro

Co Director | Board Member & Advisor

March 2017 - March 2020 (3 years 1 month)

Hyderabad, Telangana, India

Helped the company from inception and continuing to advise sporadically until present on sustainable and consistent growth plus future path

#### Merger Alpha

AVP

April 2013 - November 2014 (1 year 8 months)

Mumbai, Maharashtra, India

Connecting investors, intermediaries and companies for investment and partnership opportunities on cross border platform that showcased mid market opportunities.

### Insight Alpha

AVP

October 2010 - November 2014 (4 years 2 months)

New Delhi Area, India

Connecting investors, intermediaries and companies seeking knowledge with subject matter experts across sectors and geographies.

### Teleperformance

Senior Executive Human Resources

2009 - 2010 (1 year)

Gurgaon, Haryana, India

Responsible for bulk hiring and select support positions for technical and non-technical outsourced processes of call center division. Integral team member of the strategic unit formed to lower the recruitment costs and reducing vendor dependencies. Actively participate in employee relations activities targeted to increase employee retention and engagement and thereby improving attrition.

### US Tech Solutions

Business Development Manager

2006 - 2008 (2 years)

Noida, Uttar Pradesh, India

Responsible for job placement of H1B visa holder IT skilled professionals to contract positions at Fortune 500 clients across USA

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## Education

Business School India

Master of Business Administration - MBA, Sales and Marketing · (2009 - 2011)

Mount Carmel High School

K12, All subjects · (1987 - 2002)