



SHAILESH V GAUR

21 year of experience in impactful sectors like Telecom -Wireless, Digital & Mobile internet, GIS/RS, Training and Governance across diverse cultures nationally and Internationally. I was proud to be part of working with Leading Indian Multinational business Conglomerates like Bharti Airtel, IDEA which are success stories of post liberalization era. It encompasses developmental as well as business aspects for masses as well as classes.

I got opportunities to sharpen leadership & communication skills apart from practicing management principles for impact on community and nation as whole and actively participating closely in the functioning of entire ecosystem.

Having actively worked with multiple Government departments for projects like Smart cities, Digital India Land reforms modernization program, Defense, Agriculture, Forestry, Mining, Skill development etc. also enriched overall experience.

I had equal opportunities to interact with Private sector large enterprises to solve problems thru technology was equally enriching.

During all these years I have been a change agent for digital revolution which impacts all aspects of lives of citizens and comes up with new challenges for societies in transition.

While executing Pilot projects like Mobile Money (2009), Mobile Internet (2010) for mass deployment many use cases were developed which has become a force multiplier in development. My zest for learning and solving problems is core driving force.



Key Impact Areas

Strategy Planning & Leadership



Top & Bottom-line Growth



New Product Development & Launch



Strategic Alliances and Partnerships



Performance Improvement Initiatives



P&L Management



Solution Design & Consulting



Research



Public Relations/ Liaison & Coordination



Budgeting & Cost Structuring



Soft Skills



❖ Professional Experience

April'21 onwards-Adjunct Faculty, School of Natural Science & Engineering- NIAS (Iisc Campus), Bengaluru

- ❖ **World's leading interdisciplinary think tank in Policy, Research, Consulting, Advocacy.** Teams are drawn from a variety of disciplines in the natural and social sciences, humanities and arts, Conflict & Security Studies. The Institute is unique in its integrated approach to the study of intersections between science and technology, philosophy, social issues and leadership.

June '20 Onwards Analyst-Wikistrat (Simulation & Crowd Source Consulting platform) Chief Advisor Erish Labs/ Bebeta Consultancy: Bengaluru Focused on SME's and Early-stage Startups.

❖ Key Result Area

- ❖ Helping in raising funds for client from preparing investor deck, presenting to potential investors to closing. **Strategy buildup resonating current industry trends and future market prospects.**
- ❖ Contributed as Analyst in **simulation conducted by NYU-Wikistrat** on Theme "Global risks 2021" along with top 40 world class analysts from across globe and **10 from NYU International relations department.** Identified 6 risks in various domains of **Social, Economic, Shock events.**
- ❖ Created Portfolio of Impact entrepreneurs through personal interviews.
- ❖ Building network, Partnerships, Alliances. Digital Marketing as effective tool.
- ❖ Technology roadmap & Talent seeding to strengthen management bench.

Dec '19 Onwards Stealth Mode: Bengaluru. Developing service and product in Digital Health, AGTECH, IOT based discovery parking solution.

May'18 to Nov '19 with Scanpoint Geomatics Limited (Under space spin off program of ISRO), Bengaluru
Vice President –Business Development- Southern India & Strategic MSI National

Key Result Areas:

- ❖ Spearheading **Business Operations, P&L Management, Strategy Planning, Marketing, Client Services and Sales Administration** across **AP, Telangana, Karnataka, Tamil Nadu, Kerala & UT'S**
- ❖ Developing, reviewing, and reporting **strategy and ensuring the strategic objectives** are well executed by the team.
- ❖ Building healthy relations with Top Bureaucrats, CEOs, Ministers, Academia, Scientists and Researchers for developing proper usage of IGIS

Highlights:

- ❖ Led **consumerization of GIS & Remote Sensing** in areas like **Agriculture, Urban & Smart cities, Defense, Mining, Natural resources.**
- ❖ Restructured operations and introduced important measures to bring in productivity which include development of strategic partner alliances for business processes and team re-organization with large **MSIs like L&T, HP, Honeywell, BEL, ITI & leading consulting firms like Deloitte, PWC, LEA, E&Y**



Previous Experience

Mar'14-Dec'17 Worked with tech companies based out of Dubai for MEA & SEA region in device, data & solution.

Highlights:

- ❖ Designed and developed loyalty business management solution to Telco globally (Asia, Africa as focus) to create stickiness in Telco customer base by introducing loyalty as differentiator implementing basic tenet of customer segmentation.

July13'-March'14 AI studio in Mobile Gaming – Gurgaon – Biz Head /Consulting

Highlights:

- ❖ Launched business development of digital assets-mobile apps and games in alliances with publishers (Disney, Hungama, Play store) and propagating gamification to various clients in FMCG, Automobile and Entertainment
- ❖ Led the training, consulting, sales, and distribution client in FMCG.

Jun'12-June 13 -Gurgaon – Taken Sabbatical to develop competence in ICT4D which is implemented now as Mobility2.0 sectors like Fintech, EdTech, Digital Health, location-based services.

Jul'08-May'12 with Centum Learning Limited, Gurgaon/ Kolkata/ Ahmedabad as Associate General Manager

(A Bharti Enterprise Company. Joined the company as Circle Lead and promoted to AGM)

Highlights:

- ❖ Won, Maintained and Executed projects worth **1.2 Billion INR** in span of 4 years from Airtel Sales & Customer service verticals as transformational projects thru training of 1,00,000 trainees across country thru team of 130+ trainers.
- ❖ Executed multiple transformation projects like Mobile Money in Nov' 2009.
- ❖ Spearheaded projects for launch of 3G, 4G, Mobile Money, MNP, VAS, M-health & Mobile Internet to augment revenue.
- ❖ Worked on measurement, learning and evaluation of 100,000+ role holders through circle leads and zonal trainers in sync with Airtel Sales University framework

Aug'04-Jul'08 with Reliance Communications Limited, Gujarat as Senior Manager Sales & Operations

Highlights:

- ❖ Established revolutionary concept of telemetry for transport industry and low-cost data connectivity solutions for interrelated bank ATMs and multiple wireless products for Enterprise segment.

Jul'00-Aug'04 with Idea Cellular Limited, Vadodara as Assistant Manager-Major Accounts, Channels & Distribution

**Jul'99-Jun'00 Hutchison Max Telecom Limited/ Cubit Computers Limited (Web Weavers), Ahmedabad
Sales Officer – WANG (Wireless Application Network Group) & Large Accounts**

 **Education & Credentials**

- ❖ MBA – IBMRD, University of Pune in 1999
- ❖ Bachelor of Commerce from MLSU, Udaipur, Rajasthan in 1997

 **Personal Details**

Date of Birth: 21st November 1974

Languages Known: English, Hindi, Rajasthani, Gujarati

Current Address: Bengaluru, India

Projects done during various assignments related Information and communication technologies for development.

1. May'18 through Nov'19

- Won contract to Develop special image processing application for ship detection for DRDO.
- Won multiple contracts For ICCC for various smart cities.

2. July'08 through June'12

- **Strategized & implemented** learning plan for **Airtel Biz operations** across various functions thru initiatives like **Airtel University** concept.
- **Spearheaded first ever successful Pilot project of Mobile Money in the Country** in New Delhi for country's largest bank **SBI** in partnership with **EKO financial services**. EKO is also part of **GSMA's** initiative to accelerate the development of **Mobile Money ecosystem** & funded by **Bill Melinda gates foundation** for development of population **earning under \$2 per day**.
- **Recommended** various products around **M commerce** platform around **remittances, remote recharge** products, **government transfer schemes** & streamlined **adoption process for a layman**.

- **Implemented** new concepts like Mobile internet, 3G data services & developmental projects related to **ICT for development** in field of **Mobile Health, education**. Initiated voice-based products & SMS based products for M health.

2. Aug '04 through July '08

- Introduced solutions like telemedicine, Mobile based patient record tracking solutions, laboratory reports via common platform for network of Labs & Doctors.
- Certificate of **appreciation** from **Surat Municipal Corporation** for support services thru innovative usage of ICT in **floods warning& citizen information tools during relief operations in Surat in Aug'06**.
- Popularized **revolutionary** concepts like **telemetry for transport industry & low-cost data connectivity** solutions for connecting **bank ATM'S**, multiple small offices across country in rural as well as urban areas, Impactful ICT solutions for community development.

3. July 2000 to August 2004

- **Innovated early adaptor** approach through usage of **ICT solutions** for various segments through **closed user groups, SMS applications, Voice applications**.
- Implemented communications solution for increasing **productivity & governance** for milk producing **cooperatives, farmer groups** via **GCMMF (AMUL)**.
- **Provided simple solutions to complex problems** for clients in offshore region (**Schulmberger, Enron**).
- Handled large accounts like **Amul, ABB, L&T, Aditya Birla Group Companies, Tata Group Companies, State Govt. PSU'S (GSFC, GACL, GIPCL) ICICI, ONGC, Western Railway, Punj Lloyd, GEB, Alstom, ABN-AMRO Bank N.V., Yokogawa Ltd, GE group cos.**

4. July'99 to June 2000

- Drove various communication **solutions, wireless applications & networking (call centers, RPMU, MRAS, Auto alerts –M2M solutions) & Web designing solutions in internet space.**