

## CURRICULUM VITAE

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<b>Name:</b>	Vishal Lalwani
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<b>Present Designation:</b>	Senior Programme Officer

### **Educational Qualification**

<b>University/ Institute</b>	<b>Year</b>	<b>Degree</b>
Institute of Rural Management, Jaipur	2015	PGDM-RM
D.A.V College, Agra University	2012	B.com

### **Work Experience**

<b>Year</b>	<b>Experience</b>
2017-2021	Senior Project Coordinator, ACCESS Development Services, Jaipur
2015-2016	Assistant Manager Operations- Grofers India Pvt Ltd

Development professional, having 06 years of experience & skilled in Project management, Social Enterprise Incubation, coordination with multiple partners, enterprise management, mobilization & training, market linkages, Project documentation etc. in various farm and non-farm projects with renowned donors like HSBC, CITI Bank foundation, Master Card, UNDP, SFAC, NABARD, NCDC and NAFED etc. With PGDM in Rural Marketing, I also have experience of working with women social enterprises, producer groups, FPOs, SHG

### **Project Experience**

#### **Sr. Project Coordinator** **ACCESS Development Services**

#### **Projects:**

1. Digital empowerment of artisans & micro-entrepreneurs for sustainable online market linkage.
2. Promoting women empowerment through e-rickshaw driving & life skill training to 200 underprivileged women of Jaipur (Pink City Rickshaw Company).
3. New Leaf (Livelihood Enhancement through Agro & Food Processing) Program (Zing N Zest) establishing women-led enterprise and provide training to 200 women to make gourmet cookies and different savories.

4. Financial Inclusion training to Jaipur artisans under the program – (Buddhi Money) funded by Master Card.

### **Responsibilities**

- To coordinate with various local NGO partners for the mobilization of artisans/Micro-entrepreneurs & providing training as well as facilitating their onboarding on e-Marketplace.
- To develop and manage the women based social enterprise & support the members in generating livelihood opportunities.
- Business development and marketing linkages of the enterprise through strategic tie-ups with various stakeholders and online portals.
- Promoting Enterprises on social media platforms like- Facebook and Instagram.
- Community Mobilization and training of program beneficiaries.
- Design and develop training module and SOP for the Social Enterprises.
- Identifying new channels and partners from other skill building institutions, developing content, conducting & coordinating workshops, ensuring the appropriate trainers are associated with the program
- Managing and preparing donor reports, MIS management and monitoring of the projects.
- Managing Financials and budgetary requirements.

### **Assistant Manager Operations**

#### **Grofers India Pvt. Ltd.**

- Handling team of more than 100 Field Executive for online delivery of orders, ensuring timely delivery, payment and maintaining customer relationship.
- Conceptualize & Executive Training Programs for FE on Timely Basis or as per company requirement.
- Ensuring proper placement of promotional communication at all Tie-Up stores as well as Customer.
- Managing vendors, Agencies & operations of Assigned Territory.
- P&L of Delivery Stations, Preparation of various report like, Cash on delivery report, Mileage report, Attendance, TAT, cash declaration), Data Management and MIS Handling.
- Order management, it's procurement and timely delivery
- Follow up with CRM, Issue resolution with respect to customer.

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