Saurabh Chaubey

✉ saurabh.chaubey@gmail.com   ▯ +91 96851 64762

in linkedin.com/in/saurabhchaubey1

Summary

13+ years of total work experience with 52 months in **Entrepreneurship development** and 6 years in **entrepreneurship** in education sector. Presently, working with Chennai based Atal Incubation center **AIC-Great Lakes Balachandran Incubator**. Previously worked with Chhattisgarh State government entrepreneurship development agency and Atal Incubation center business incubator **AIC@36INC**,4 months in a **IT management** position in a state government organization, and 21 months in **software development**. 2 months of internship project to develop **strategy for a leading MNC bank**.

Testimonies of success of my last two assignments as CEO –

- **Forbes India**, published **AIC@36Inc** success story in it's print edition article of 19th July 2019 "Startups: This one's for the babycorns" web link: (https://bit.ly/36Incforbes)
- **AIC-Great Lakes Balachandran Incubator** adjudged as **the best performing Atal incubation center** among the top AICs during the training program "iCREST" organized by NITI Aayog, Wadhwani Foundation and Bill & Melinda Foundation.

Experience

General Manager
IIT Mandi Catalyst   Dec'20-Present

Responsibilities –

- Building **strategy for Incubator** to develop **sustainable incubation model**
- Handling **Startup incubation programs** for **TiH @ IIT Mandi – IIT Mandi HCI foundation.**
- **Working closely** with board of directors and Steering Ccommittee and **report** to Board and Steering Committee for implementation of strategy, review and future plans and strategy.
- **Prepared** Annual financial plans and budget, provide risk analysis on potential investments, and advise investment committee to investment risk and returns.
- **Working as** chief evangelist for incubator to represent the incubator in various platforms and forums.
- **Leading team to outreach** to potential incubates, investors, mentors, Government bodies and other stakeholders
- **Design** Incubation and accelerator programs to cater different sector startups
- **Develop relationship** with international and national ecosystem
- Help startups to **develop products**
- Help Startups to **raise funds** for their ventures
- **Managed** in-house Angel Fund and also take care of selection process of start-ups for fund.
- **Designed and delivered** Entrepreneurship course "Incubate your future now" for PGPM and PGDM students

Impact –

- Led the incubation process to incubate 163 startups in last 18 months.
- Launched CPS Prayas, Seed fund, EIR and Accelerator programs with total of 44 startups.
- Handling total fund size of INR 70 Cr (budgeted till 2025) for startup funding schemes.
- Implemented prototyping grant NIDHI Prayas, TIDE 2.0, CPS Prayas, SISFS.

- Investment made in 18 startups through NIDHI SSS, CPS SSS, HIM Startup Yojana and SISFS.
- Coordinated with funding agencies DST, Meity, and Startup Indian
- Designed and launched 3 month Acceleration program.
- Designed and launched 1 year incubation program.
- Applied and received Startup India Seed Fund and NIDHI EIR funds.

CEO   Nov'19 – Oct'20

AIC – Great Lakes Balachandran Incubator
(supported by AIM, NITI Ayoyg)

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Impact –
- Developed the incubator infrastructure at 10,000 Sq ft area with AI/ML Lab, IoT Lab, Audio visual lab.
- 34 start-ups joined the incubation at AGBI.
- 200 students opted and completed student Entrepreneurship course.
- Funding for 10 startups raised from external sources. Total external funds raised by startups were 75 Crore.
- Corporate innovation program executed in partnership with VIRTUSA Technologies and Mehta hospital.
- COVID focused Hackathon executed in partnership with Hackerearth
- Partnership developed with various ecosystem stakeholders

Acting CEO   Jun'19-
Oct'19
AIC@36INC

Responsibilities –

- Building **strategy for Incubator** to develop **integrated and inclusive incubation**
- **Leading team to outreach** to potential incubates, investors, mentors, Government bodies and otherstakeholders
- **Design** Incubation and accelerator programs to cater different sector startups
- **Develop relationship** with international and national ecosystem
- Help startups to **develop products**
- Help Startups to **raise funds** for their ventures

- **Manage** state government **equity fund** 36 Angel Fund and also take care of selection process of startups for state Government debt fund disbursal.
- **Development** of entrepreneurial ecosystem in state of Chhattisgarh
- **Advice** State government in developing **startup policy**
- **Organized Interaction sessions** between startups and senior government Minister/officials for creating opportunities for startups by government departments.

Impact –

- **Mentored startups** to develop products. 5 startups launched their products in 2 monthes.
- **Helping other states and incubators** to develop ecosystem.
- **As Investment committee in-charge** disbursed state government fund to 16 startups in form of equity/Debt.
- **Hackathon** organized in partnership with Tribal department of Chhattisgarh attracted 500 submissions.
- **SKY-Hackathon,** which were conducted in partnership with various departments of CG Govt attracted 1200+ submissions.

Program Manager
AIC@36INC   Oct'17- Jun'19

Responsibilities -

- **Entrepreneurship development** in the state through *Boot camps, awareness session, community meet-ups.*
- Establishment of **E-cells** in academic institutions such as IIM, IIT, IIIT, NIT etc. *to promote entrepreneurship in campuses.*
- **Conceptualize, design** of *incubation and acceleration programs*
- **Design and execute the process for selection** of startups for *state government equity and debt fund disbursal*
- **Help incubated startups** to improve their *business and revenue models*
- **Monitor and review progress** of incubated startups
- **Outreach** for incubation and other programs
- **understand the need of startups** and accordingly arrange for *Workshops, Mentor session, Mentor mapping*
- Help startups in **arranging resources** such as *employees, Interns and funds.*
- **Develop** *a mentor pool for startups*
- **Develop** *an investor pool for startups*
- *Organize conferences and summits* for the ***development of entrepreneurship and startup culture***.
- *Co-working space* (200 seaters) **operation, seat allotment, and management**
- **Arrange** *trips of School and College students to the incubation center*

Impact -

- *Within a year of operation,* took the **number of incubated startups** to **102**.
- Launched and executed **5 incubation programs** with different goals -
1. *Startup Chhattisgarh Cohort*
2. *general incubation cohort*
3. *Social Entrepreneurs fellowship program in collaboration with SSE India*
4. *Mobile App based startups cohort in collaboration with Mobile10x*
5. *Divyang entrepreneurs cohort*

- Launched **2 accelerator programs** -
1. *General Accelerator cohort*
2. *HealthTech focused "Acceler8" Cohort*

- Launched **"College Connect"** *an Internship and Job creation program* with academic institutions such as IIM, IIT, IIIT and NIT etc. to connect students with Startups for internship and Jobs.

- Startups created **job opportunit**y for 750+ graduates, while gave 200+ students **internship opportunities.**
- **business models and revenue models improvement** helped startups to reach a total revenue of 97.13 Crore.
- Was successful in establishing **active e-cells** in 12 academic institutions
- **Evaluated** engineering college students startups ideas and helped 50 student startups **to receive seed funds** from AICTE.
- Executed Smart City Raipur's initiative**Think Raipur** to bring *smart city-centric start-up solutions*.
- **Raised demand** from **8 different government departments** for start-up services and products.
- Arranged more than **30 workshops** for startups, held **50+ start-up awareness events**.
- Initiated community-driven programs such as **Facebook developer circle**, designer meetups, digital marketer meetups.
- Launched **ATL in-charge training program** in collaboration with state RMSA department for 350 ATL schools.
- AIC@36Inc was chosen to represent AICs in **interaction with Hon'ble Prime Minister Narendra Modi.**

Business Development Manager
Oct'17- Jun'19

AIC@36INC

- Received Initial approval from **Uzbekistan government** for AIC@36Inc **virtual incubation center** at Uzbekistan and funded by Uzbekistan government.
- Conducted Hackathon for **State tribal welfare department;** 400 entries received; Winner team got work order from department to implement the solutions
- Conducted SKY hackathon for **Department of electronics and IT and other 6 departments**; 393 entries received; 6 winning teams solutions will be implemented.
- Helped startups to achieve **total revenue of 97 crore**
- **Onboarded corporate partners** such as Google, AWS, Digital ocean, Facebook, etc. to extend various benefits to startups.
- Received Sponsorship from the Industry Department for running Startup Chhattisgarh cohort.
- Received Sponsorship from the social welfare department for running Divyang Entrepreneurs cohort.
- Achieved 100 % occupancy of co-working space within one year of operation
- **Built a relationship** with the local investment community and venture funds such as **Bharat Innovation fund, Venture catalyst, Ambuja Neotia Venture fund**.
- Helped 6 startups **to get State venture fund** and helped another 14 startups to get state debt fund. Helped 6 other startups to get external funding.
- Helped 50 student startups to receive AICTE seed fund.
- Helped Startups **to get media coverage** such as in YourStory, TOI, Dainik Bhaskar, etc.

Jul 2017 - Dec 2018

1 year 6 months

Volunteer
Headstart Network Foundation

- Organized Startup Saturday event every month
- Organized Mentor program for early stage entrepreneurs
- Organized Startup job fair

Deputy Manager (IT)
Aug 2017 - Oct 2017

CG State Marketing Federation
3 months

Worked on IT system development for MARKFED.

Co-Founder   Jun 2012 - Jul 2017

Catalyst Education   5 years 2 months

Co-founded Catalyst Education in Jan, 2010. Till, mid June 2012, Was working development. July 2012, got involved in full time. Catalyst education also held the franchise of IMS test prep between the year 2012 – 2015

Student coordinator , Placement   Oct 2010 - Jun 2012

Indian Institute of Management Raipur   1 year 9 months

Achieved 100% placement with First batch of students.

Internship   Apr 2011 - Aug 2011

HSBC   5 months

Strategy development for HNI segment market

Asst System Engineer   Jan 2008 - Sep 2009

Tata Consultancy Services   1 year 9 months

- Created the business IT solution for the client
- Worked on software development
- develop the business use case for the client
- Worked on Mainframe systems

Education

Indian Institute of management Raipur   2010 - 2012
PGDM, Management

National Institute of Industrial Engineering   2010 - 2010
PGDIM, Operation Management
Was there for 4 months. Moved to join IIM Raipur PGDM course

Bhilai Institute of Technology (BIT), Durg   2003 - 2007
Bachelor of Engineering - BE, Electronics and Telecommunication engineering, First

Skills

Entrepreneurship Development • Innovation Management • Strategic Planning • Product Innovation • Creative Problem Solving • Team Building • Cross-functional Team Leadership • Business Process Improvement •Collaborative Problem Solving • Data Analysis