RAJASHEKARREDDY KONDURU

Dean / Director (Executive & Professional Education) • CEO / Business Head – Education & EdTech • Chief Operating Officer - linkedin.com/in/rajashekarreddy

Chennai, India • Open to relocation – Bengaluru preferred • +91 76619 62233 • k.rajashekarreddy@gmail.com

EXECUTIVE PROFILE

Senior education and business leader with 20+ years building and scaling profitable executive, professional, and higher-education businesses at premier institutions including Great Lakes, ISB, and AMA. Doctoral researcher at Rotterdam School of Management, Erasmus University, combining academic credibility with full P&L ownership, growth strategy, institution-building, and digital transformation. Track record of 250% revenue growth at Great Lakes, ~200% year-over-year executive-education growth at ISB, 32+ corporate partnerships at 85% retention, and $7.5M in transformation savings. Differentiated by a 200+ CXO and CHRO relationship network across India and a self-built Executive Education operating platform that codifies repeatable, scalable exec-ed operations. Seeking Dean, Director, CEO, or Business Head mandates in education and EdTech.

CORE LEADERSHIP COMPETENCIES

Institutional & Business Leadership: Full P&L ownership, growth strategy, business build-out & turnaround, budgeting & cost optimisation, organisation design, board & stakeholder engagement

Executive & Professional Education: Custom B2B corporate academies, open-enrolment programmes, Executive MBA, long-duration certificate / diploma formats, programme design, value-based pricing

Growth, BD & Revenue: Business development, consultative C-suite / enterprise selling, key-account growth, RFP & proposal management, marketing & go-to-market, partnerships & alliances

Academic & Institutional: Accreditation (AACSB, AMBA, AICTE, NBA), NEP alignment, faculty & curriculum governance, international academic MOUs, research & thought leadership

Digital, Data & Operations: Digital transformation, CRM / MarTech, LXP / LMS, RPA & low-code automation, funnel & business analytics, process excellence (Lean Six Sigma Black Belt)

People, Coaching & Culture: Senior team building, talent development, ICF-accredited coaching, performance management, high-accountability culture

SELECTED ACHIEVEMENTS

- Delivered **250% revenue growth in 3 years** at Great Lakes Executive Education and built **32+ corporate partnerships at 85% retention**.
- Drove **~200% year-over-year custom executive-education revenue growth** at ISB and a **300% increase in B2B nominations** through consultative selling.
- Scaled the flagship ISB-Kellogg Global Advanced Management Programme cohort from **35 to 60** with **150% revenue growth**.
- Contributed to **$7.5M in operational savings** via digital transformation; generated **$2.8M/year** through digital business development; saved **~Rs 2 crore** at TCS via training digitisation.
- Maintain an active **network of 200+ CXO and CHRO relationships** across BFSI, manufacturing, PSU, and IT/ITES — a direct growth and partnership advantage.
- Founded and scaled an IT services start-up to **56% profitability in year one**, quadrupling the client base.

SIGNATURE INITIATIVE – EXECUTIVE EDUCATION OS

Conceived and built **Executive Education OS** — an end-to-end operating platform to launch and run executive-education businesses. It combines a hosted portal, a complete process playbook, and a full Learning Experience Platform (LXP) spanning the lifecycle from lead generation and enrolment through delivery, faculty and operations management, and analytics. Engineered for rapid, low-cost deployment across institutions, the platform codifies repeatable, scalable exec-ed operations — institutionalising growth rather than relying on individual effort.

PROFESSIONAL EXPERIENCE

Great Lakes Institute of Management (GLIM) **Sep 2021 – Present**
Director – Executive Education / Centre Leadership | Chennai, India

- Own and manage the Executive Education Centre P&L; delivered **250% revenue growth in three years** through portfolio innovation, sharper market segmentation, new corporate accounts, and disciplined execution.
- Lead a 15-member organisation (2 Associate Directors, 4 senior managers, specialist consultants) across sales, operations, programme management, and consulting, with clear accountability frameworks.
- Built and led the BD and marketing engine, securing **32+ corporate partnerships at 85% retention** across PSU (Union Bank of India, BPCL), manufacturing (L&T, Royal Enfield, Saint-Gobain), BFSI (City Union Bank, TVS Credit, State Street), and international clients.
- Architected and launched a diversified portfolio across custom B2B solutions, Executive MBA, and certificate programmes; redesigned the Executive MBA with coaching, industry mentorship, and experiential learning, doubling B2B nominations.
- Strengthened institutional positioning through industry alliances, NEP-aligned partnerships, and international academic MOUs; actively supported accreditation evidence-building across AICTE, NBA, AMBA, and AACSB.
- Delivered 160+ hours of executive sessions on disruptive innovation, 10X growth strategy, and AI business applications, enhancing senior-client trust and institutional brand.

Ahmedabad Management Association (AMA) **Feb 2021 – Sep 2021**
Executive Director – Executive Education Operations | Ahmedabad, India

- Provided COO-level leadership across learning solutions, marketing, sales, client engagement, and delivery operations for a digital and in-person executive-education portfolio.
- Built growth plans, centre-development frameworks, and cross-functional operating mechanisms to improve execution discipline and support year-on-year growth ambitions.
- Established replicable structures for programme incubation, market-facing execution, and team accountability during a transition phase.

Indian School of Business (ISB) **Jun 2014 – Jan 2021**
Associate Director – Executive Education | Hyderabad, India

- Held P&L responsibility for custom executive-education programmes; delivered **~200% year-over-year revenue growth** through account development, portfolio redesign, and expansion into new learning needs.
- Redesigned and scaled the ISB-Kellogg Global Advanced Management Programme (cohort 35 to 60; 150% revenue growth); architected open programmes across digital strategy, finance, leadership, negotiation, business storytelling, and operational excellence.
- Increased B2B nominations by **300%** via consultative selling (Miller Heiman), C-suite stakeholder management, and solution architecture for complex requirements; launched the co-branded Course in Strategic Retail Management with Coca-Cola.
- Spearheaded digital customer-experience transformation (Salesforce CRM, Adobe Experience Cloud, RPA, low-code); built a Digital Centre of Excellence contributing to **$7.5M in operational savings**.
- Led cross-functional teams across programme management, client relations, faculty management, and operations; standardised workflows and documentation supporting service quality and accreditation readiness.

EARLIER EXPERIENCE

- **Tata Consultancy Services (TCS) — Senior Manager, Learning & Development** | Bangalore | Dec 2010 – Apr 2014. Managed L&D for 750+ analytics associates; digitised training delivery for ~Rs 2 crore savings via authoring tools and LMS platforms.
- **Bermudez Consulting — Consultant (Freelance)** | Bangalore | Feb 2009 – Nov 2010. Advised Fortune 500 clients on process transformation and learning design; delivered 50+ programmes across multicultural environments.
- **Dell International Services — Training & Development Manager** | Bangalore | May 2002 – Jul 2007. Reduced new-hire ramp time by 28%; Manila site-launch specialist and Dell Master Trainer; won Best Training Manager and Customer Advocate awards.

- **DotIn Computer Services — Founder & Managing Director** | Bangalore | May 1999 – Apr 2002. Founded an IT services start-up to 56% first-year profitability; delivered a Karnataka government digitisation project across 13 kiosks.

EDUCATION & DOCTORAL RESEARCH

- **PhD Candidate (Doctoral Researcher)**, Rotterdam School of Management, Erasmus University, Netherlands — management research with multiple papers in pipeline (from 2020).
- **ISB / Kellogg School of Management, Northwestern University** — Global Advanced Management Programme (ISB GAMP), 2018.
- **MBA (Full-Time)**, Huddersfield University Business School, United Kingdom, 2007–2009 — Sir Patrick Stewart Scholarship.
- **B.Sc. Electronics & Mathematics**, Bangalore University, 1999–2001; Graduate Diploma in Computer Science (GNIIT), NIIT, 1999–2002.

CERTIFICATIONS & TECHNICAL SKILLS

Coaching & Leadership: ICF Accredited Professional Coach (ACC); Agile Coach; psychometric tools — MBTI, FIRO-B, Enneagram, DISC, EQ, TKI, 360 Feedback

Operations & Project: IASSC Lean Six Sigma Black Belt (LSSBB); PRINCE2 Agile Practitioner; Certified Scrum Master (CSM)

Digital & MarTech: Salesforce, Adobe Experience Cloud (AEM, Campaign, Analytics); RPA (BluePrism, UiPath, Power Automate); low-code (Appian, Kissflow, Power Apps, Salesforce Lightning)

Learning & Analytics: Articulate 360, Adobe Captivate, Camtasia, LMS / LXP platforms; SAS, Cognos, Informatica, data analytics

NETWORK & STAKEHOLDER FOOTPRINT

Active relationship network of **200+ CXO and CHRO contacts** across India — a direct advantage for business development, partnerships, and institutional growth. Worked with deans, chairmen, COOs, faculty leaders, accreditation bodies, and international academic partners, and with CLO / CHRO / CXO stakeholders across major accounts including Union Bank of India, BPCL, L&T, Royal Enfield, Saint-Gobain, City Union Bank, TVS Credit, State Street, Tata Steel, Coca-Cola, Accenture, and multiple Fortune 500 organisations.

AWARDS & RECOGNITION

- Great Lakes Outstanding Leadership recognition; ISB Outstanding Performer.
- Dell Best Training Manager; Dell Customer Advocate Award; Dell Master Trainer Certification.
- Sir Patrick Stewart Scholarship (MBA, Huddersfield University).