

RAVISH RANA

Founder's Office · 0-to-1 Operator · P&L, GTM & AI Workflows

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PROFILE

Operator and strategist with ~10 years across Bain, Gartner, and Dream Sports. Ran the founder's office on a 0-to-1, AI-native consumer-tech venture: P&L and financial modelling, go-to-market, operating rhythm, and investor materials. Took Dream Play from zero to live across three markets in under six months. Before that, 3.5 years at Bain running FMCG, retail, and PE engagements for global enterprises. Built for a scaling business with no playbook, where strategy, finance, and execution are the same job.

EXPERIENCE

Senior Manager · Dream Sports (Dream11)

Dec 2024 – Present

- Ran the founder's office as de facto **Chief of Staff**, driving priorities across product, engineering, data, and commercial teams.
- Took Dream Play from concept to live across **50+ courts, 3 geographies** (India, UAE, UK), and **1,500+ users** in under six months.
- Designed and ran the **go-to-market** from scratch across three markets: channel strategy, partner onboarding, and on-ground activation.
- Owned the P&L and **AOP planning** end to end: unit economics, channel margins, and the scenario analysis behind FY27 revenue projections.
- Produced monthly **P&L reporting** with finance, tracking actuals against the AOP and flagging variances to leadership.
- Built the **operating rhythm** from scratch, OKR frameworks, KPI dashboards, and monthly business reviews, which gave leadership one read on performance and cut time-to-decision.
- Wrote the **investor decks and board materials**, covering platform traction, tech strategy, and portfolio performance.
- Shipped Dream Play's AI-enabled workflows hands-on with no engineering team: a multi-agent Marketing OS, a competitive intelligence agent, and an automated recruiting pipeline, all in production.

Project Leader · Bain & Company

May 2021 – Dec 2024

- Led **30+** strategy and transformation engagements globally across FMCG, retail, financial services, and PE, directing teams of 3 to 6 per project.
- Conceptualised and shipped **ET-Bot**, an internal AI tool automating data transformation and insight generation, adopted across Bain practice areas.
- Identified **\$100M+** in post-acquisition synergy for a US FMCG group across procurement, logistics, and SKU rationalisation.
- Ran M&A target screening and market entry strategy for PE funds across India, Europe, and North America.
- Redesigned a European consumer-products company's technology operating model (cloud ERP plus data centre consolidation), worth **\$50M+ in EBITDA impact**.
- Built financial models covering consolidated forecasting, variance analysis, and cost centre reporting across **40 subsidiaries** for a European retailer.
- Cut a US financial services firm's IT costs **~22%** through zero-based budgeting; built the Tableau dashboards behind the scenario modelling.

Research Specialist · Gartner

Jun 2019 – May 2021

- Advised CxOs at Fortune 500 companies on technology strategy, innovation adoption, and cost optimisation, producing **25+ research deliverables** including white papers, frameworks, and survey reports.
- Co-created custom POVs and data tools (Power BI, Excel Macros) for C-suite clients, translating research into prioritised strategic decisions.

Director, Outreach & Operations · The Dais (Edtech Startup)

Mar 2015 – Oct 2016

- Closed **50+ institutional contracts** as the founding operations lead; built and ran a 70+ partner network from the ground up across the Indian education market.

Executive, Business Development · RNA Life Sciences Pvt. Ltd.

Sept 2014 – Mar 2015

- Mapped geographical markets for nutraceutical product launches and managed techno-commercial evaluation of international products for the Indian market.

SELECTED AI BUILDS

14 AI projects independently designed and shipped in the last 6 months. Full portfolio on [GitHub](#).

- Built an 11-tab **multi-agent Marketing OS** covering content, SEO, cold email, Reddit seeding, and social automation.
- Shipped a **Competitive Intelligence agent** (Playwright + APScheduler) for automated market tracking.

EDUCATION

MBA · Delhi School of Economics, University of Delhi

2017 – 2019

B.Tech + M.Tech · IIIT, India

2009 – 2014