

JITESH CHAVAN

Chief Operating Officer

Pune, India | Open to Global & Remote Roles
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EXECUTIVE PROFILE

Operator-led Chief Operating Officer with 12+ years of experience scaling EdTech, SaaS, and AI-enabled businesses from early-stage to global operations. Proven track record of delivering 90% operational cost reduction through AI automation, 6x average business growth, and expansion across 193+ countries.

Expert in translating founder vision into repeatable systems, AI-driven automation, and disciplined execution frameworks. Known for building cost-efficient distributed teams, driving Product-Led Growth (PLG), and owning end-to-end operations, P&L, growth execution, and performance metrics to enable predictable, global scale.

KEY METRICS & IMPACT

90% Cost Reduction via AI	193+ Countries Scaled	6x Average Growth Delivered
10,00,000+ Learners Served	70+ Enterprise Clients	12+ Years Experience

CORE LEADERSHIP CAPABILITIES

Operational Excellence & Scale	Business & Growth Leadership
- AI/ML Integration & RPA Automation - Process Optimization & Workflow Engineering - CRM & Marketing Automation - Data-Driven Forecasting, Dashboards & KPIs - Distributed & Remote Team Leadership (Global)	- End-to-End Operations & P&L Ownership - Go-to-Market (GTM) & Product-Led Growth (PLG) - Revenue Diversification, Pricing & Monetization - International Market Entry & Global Expansion - Strategic Partnerships & Alliance Building

PROFESSIONAL EXPERIENCE

► AIGPE® (Advanced Innovation Group Pro Excellence) Management Consulting & Training Company Global Chief Operating Officer <i>Own end-to-end operations, growth, delivery, and automation for a global professional certification platform.</i> - Engineered AI-powered operational transformation, improving process efficiency by 42% through AI-led planning, predictive analytics, and workflow automation - Architected RPA-based verification and certification workflows, reducing staffing requirements from 10 to 1 and cutting processing time and cost by ~90% - Scaled digital learning programs to 193+ countries, establishing operational frameworks and partnerships across Asia, Europe, the Middle East, and the Americas - Increased professional certification enrollments by 18% YoY through CRM automation and PLG-driven funnel optimization - Deployed automated email and CRM campaigns, boosting learner engagement and sign-ups by 35% - Built and led a 10-member cross-functional team across Operations, Technology, and Marketing using OKR-driven execution	Apr 2024 – Present
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► SalesFlint

Sep 2019 – Apr 2024

AI-Based B2B Content & Growth Agency

Co-Founder & Chief Operating Officer

Led operations and growth for an AI-enabled B2B marketing and digital transformation agency.

- Secured and managed 70+ enterprise clients, including Honeywell, Tado, Bosch, UpGrad, Adani Airports, and Apollo Tyres
- Built and led a 20+ member cross-functional team across content, growth, design, and analytics
- Delivered 27–35% average ROI through data-driven, multi-channel growth campaigns
- Achieved 30%+ YoY revenue growth through service diversification and strategic account expansion
- Conducted 100+ executive consultations advising CXOs on GTM strategy, automation, and digital transformation

► TheLearningBit

Sep 2019 – Apr 2024

Online Education Platform | Global

Co-Founder & Chief Strategy Officer

Architected and scaled a global online education platform from zero to an international scale.

- Scaled platform from 4 learners to 18,400+ paid learners worldwide (4,600% growth)
- Expanded international footprint to 157+ countries by building distributed teaching operations and localized GTM strategies
- Sustained 95%+ learner satisfaction through quality-focused instructor recruitment, curriculum optimization, and responsive support systems
- Designed scalable subscription pricing and monetization models, driving consistent YoY revenue growth and improved LTV
- Built and managed remote-first teaching and operations teams across multiple time zones
- Established strategic international partnerships across Asia, Europe, and the Middle East to accelerate market penetration

► Varad Automation & Robotics Pvt. Ltd.

Apr 2018 – Sep 2019

Vision Inspection & Industrial Automation

Manager – Sales, Marketing & Projects

- Grew annual revenue from ₹1 Cr to ₹6+ Cr within 18 months (6× growth)
- Launched and scaled the "Visimaster" vision inspection product line across automotive and manufacturing sectors
- Expanded regional presence across 8 Indian states through dealer networks and direct enterprise sales
- Increased customer base by 34% and lead conversion rates by 15% through consultative selling

► School of Inspirational Leadership (SIL)

Nov 2015 – Mar 2018

Business Consulting & Corporate Training

Change Catalyst

- Partnered with CXOs to design leadership development and organizational transformation programs
- Secured 15+ long-term enterprise partnerships, generating ₹52+ lakhs in revenue
- Delivered leadership programs for 1,000+ managers, increasing participation by 40% and improving outcomes by 20%+

► **Norbar Torque Tools India Pvt. Ltd.**

Aug 2014 – Nov 2015

Precision Torque Tools And Equipment Manufacturer

Technical Sales Engineer

- Expanded North India customer base by 35%
- Converted 100+ enterprise accounts generating ₹22+ lakhs
- Delivered 200+ technical demos across automotive and aerospace sectors

► **Assemblon**

July 2010 – Aug 2011

An Electronics Manufacturing Services (EMS) company

Quality Assurance Supervisor

- Reduced defect rates by 18%, saving ₹10+ lakhs annually
- Ensured 99.2% OEM compliance
- Led 4-member QA team

EDUCATION & CREDENTIALS

M.Sc. Embedded Systems (Computer Vision) with Management Studies

2011 – 2013

Kingston University, United Kingdom

B.Sc. Electronic Science

2007 – 2010

Pune University (Fergusson College), Pune

OTHER

- **Certified:** Lean Six Sigma (White & Yellow Belt) • PLC Programming • SQL Fundamentals
- **Languages:** English, Hindi, Marathi