

BHAVIN MADHANI

FOUNDER | BUSINESS BUILDER | D2C GROWTH STRATEGIST | BUSINESS OPERATIONS LEADER

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PROFILE SUMMARY

Vision-driven business leader with **11+ years of professional experience and 6+ years in leadership** across entrepreneurship, product strategy, operations, sales, marketing and AI-driven digital transformation. Founded FewMore, an AI-first skincare brand, and **scaled it to INR 87 Lakh first-year revenue while launching 43 SKUs and onboarding 700+ retail stores**. Prior leadership at Red & White Multimedia Education included **managing 10-12 branches, 80+ employees, and business operations worth INR 2-3 Crore per branch, impacting 7,000+ students annually**. Skilled in product lifecycle, go-to-market strategy, cross-functional team building, AI adoption and operational excellence

SKILLS

Business Strategy & Planning, P&L Management & Ownership, Business Operations, D2C Business Management, E-commerce & Marketplace Management, Team Leadership, Omnichannel Growth Strategy, Sales & Business Development, Retail & B2B Distribution, Franchise & Network Expansion, Quick Commerce, Revenue Growth & Profitability, Product Strategy & Portfolio Management, New Product Development, Data Analysis, Pricing & Go-to-Market Strategy, Supply Chain & Inventory Management, Leadership Skills

PROFESSIONAL EXPERIENCE

FewMore Care Private Limited

Jan 2024 – Present

Founder & Chief Executive Officer | Surat, Gujarat

- Formulated the long-term growth roadmap and P&L strategy for an AI-enabled D2C skincare brand, scaling first-year revenue to INR 87 Lakhs while maintaining a 35% net profit margin.
- Spearheaded New Product Development (NPD), pricing, positioning, and go-to-market strategy from concept to commercial launch, managing an end-to-end portfolio of 43 SKUs.
- Led omnichannel distribution and e-commerce expansion across marketplaces including Amazon, Flipkart, Nykaa, Myntra, AJIO, Meesho, JioMart, the D2C website, and social commerce channels.
- Create the offline B2B retail distribution network from scratch, onboarding 700+ retail stores and increasing offline sales contribution from 0% to 15%.
- Designed and executed generative AI workflows that automated repetitive tasks in business operations, leading to a 15% increase in team productivity as team members could focus on strategic initiatives rather than mundane tasks.
- Optimized supply chain operations, procurement, inventory forecasting, and vendor negotiations with contract manufacturers to improve cost efficiency and maintain disciplined working-capital management.
- Recruited and led a cross-functional team of 8 across sales, marketing, and operations, establishing SOPs, performance processes, and accountability frameworks to support scalable business growth.

Red & White Multimedia Education

July 2013 - Dec 2024

Branch Director & Working Partner | Surat, Gujarat

- Career progression: Advanced from User Interface Designer to Head of Design Department to Branch Director & Senior Manager.**
- Managed operations across 10-12 branches with teams of approximately 80-90 employees, ensuring consistent execution and operational standards.
- Oversaw annual business operations worth approximately INR 2-3 Crore per branch, developing branch-level growth strategies and operational plans.

- Led business operations, sales coordination, customer engagement and market development initiatives to support branch revenue growth.
- Managed end-to-end hiring, onboarding, mentoring and performance evaluation while defining KPIs and operational SOPs.
- Built and developed leadership teams through structured performance reviews, coaching, mentoring and accountability frameworks.
- Conducted large-scale seminars, workshops and leadership/personality development programs, supporting the learning journey of 7,000+ students annually and recruiting, training and mentoring 70+ professionals.

EDUCATION

MS/M.Sc(Science) Computers	2020
Swarnim Startup and Innovation University, Gandhinagar Grade - 7.1/10	
B.C.A. Computer Applications (General)	2018
RAVINDRANATH TAGORE UNIVERSITY BHOPAL Grade - 8.2/10	
HSC	2016
K & M P Sarvajani Vidhyalay Gujarati Marks - 84%	
SSC	2014
Sardar Patel Vidya Mandir Gujarati Marks - 79%	

ADDITIONAL INFORMATION

- **Languages:** English, Hindi, Gujarati.
- **Certifications:** AI Tools & Claude(BelOX), Elements of AI, Digital Marketing Expert, Strategic Leadership & Management, Business & Financial Modeling, Power BI Data Analyst Associate, AI Business Professional, Generative AI Leader
- **Awards/Activities:** Recognition from Hon'ble Chief Minister of Gujarat, Shri Bhupendra Patel, for excellence in IT education and organisational leadership.

CASE STUDY & D2C GROWTH PRESENTATION

- End-to-end strategic case study covering market analysis, growth strategy, omnichannel expansion, product portfolio, financials, marketing, supply chain, risk mitigation and execution, along with a self-video highlighting my leadership experience, D2C expertise and business-growth approach [Click Here...](#)