

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-tomarket strategy, cross-functional team building, AI adoption and operational excellence

SKILLS

Business Strategy, P&L Management, Revenue Growth, Growth Strategy, D2C, E-commerce, Marketplace Management, Omnichannel Growth, Customer Acquisition, GTM Strategy, Product Strategy, Pricing, Retail Expansion, Business Development, Supply Chain, Vendor Management, Team Leadership, AI Strategy, Generative AI, Process Automation, Digital Transformation, Business Operations, Branch Management, Revenue Growth, Sales Strategy, Marketing, P&L-driven Operations, Team Leadership, Performance Management, KPI Management, SOP Development, Operational Excellence, Stakeholder Management, Cross-functional Leadership, Business Planning, Growth Initiatives, People Development, Strategic Execution.

PROFESSIONAL EXPERIENCE

FewMore Care Private Limited **Jan 2024 – Present**
Founder & Chief Executive Officer | Surat, Gujarat

- **Founded and scaled an AI-driven D2C skincare business, leading end-to-end business strategy, P&L, growth, e-commerce, sales, marketing, product development, operations and digital transformation.**
- Built the business from the ground up and **achieved INR 87 Lakhs in first-year revenue** while maintaining **approximately 35% profit margin**.
- Owned overall business strategy, annual planning, revenue growth, profitability, commercial decisions and end-to-end P&L responsibility.
- Managed a **portfolio of 43 SKUs**, driving product strategy, new product development, pricing, positioning, promotions and go-to-market execution.
- Built and scaled an omnichannel business across the **D2C website, Amazon, Flipkart, Nykaa, Myntra, AJIO, Meesho, JioMart and social commerce**.
- Expanded offline distribution by **onboarding 700+ retail stores**, increasing **offline sales contribution from 0% to 15%**.
- Led **e-commerce, marketplace, D2C, digital marketing, customer acquisition, performance marketing and growth** initiatives to drive revenue and market expansion.
- Developed sales, retail, B2B distribution and channel expansion strategies while managing strategic partnerships and commercial relationships.
- Managed pricing, promotions, inventory, procurement, supply chain, vendor management and operational planning to support business growth and profitability.
- Built and led a cross-functional team of **8 members, setting goals, KPIs, performance expectations and ensuring execution across key business functions**.
- Led brand positioning, content strategy, social media initiatives and marketing activities to strengthen customer acquisition and brand visibility.
- Identified business opportunities, evaluated new channels and implemented growth initiatives based on market, customer and business insights.
- **Implemented Generative AI, AI-powered workflows and process automation, improving team productivity by approximately 15%.**
- Drove technology-enabled business improvements and digital transformation initiatives across workflows, operations and decision-making.

Branch Director | Working Partner | Head of Branch | Head of Department | Faculty| Surat, Gujarat

- Built a **12-year career** progressing from UI/Design and Faculty roles into senior leadership and Working Partner-level responsibilities, gaining extensive experience in business strategy, sales, marketing, operations, team leadership, growth and multi-location management.
- **Progressed through multiple leadership roles: UI/Design → Department Leadership → Head of Department → Branch Leadership → Branch Director → Working Partner.**
- Managed and contributed to **operations across approximately 10–12 branches**, supporting business performance, operational execution and organisational growth.
- Led and managed teams of **approximately 80–90 employees, driving recruitment, training, performance management, capability development and team productivity.**
- Managed business operations with exposure to **approximately INR 2–3 Crore** business operations per branch, supporting revenue growth, cost management and overall business performance.
- Worked within an education ecosystem serving **7,000+ students annually**, managing large-scale operations, customer/student experience and stakeholder expectations.
- Led sales, marketing and business development strategies to drive admissions, revenue growth, market expansion and business opportunities.
- Managed **branch-level targets, KPIs, performance dashboards and regular business reviews to identify gaps and implement improvement plans.**
- **Developed and implemented SOPs**, operational processes and performance management systems to improve consistency, accountability and operational efficiency.
- Led **cross-functional teams across sales, marketing, academics, operations and support functions to ensure smooth execution of business priorities.**
- Worked closely with senior management and key stakeholders on business planning, strategic initiatives, problem-solving and organisational decision-making.
- Identified new growth opportunities and supported market expansion, business development and strategic partnerships.
- Managed day-to-day business operations, resource planning and team coordination while balancing revenue targets, operational requirements and customer experience.
- Developed **strong experience in people leadership, stakeholder management, commercial decision-making, strategic execution and multi-location business operations**

EDUCATION

MS/M.Sc(Science) Computers	2020
Swarnnim 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 Sarvajanik Vidhyalay Gujarati Marks - 84%	
SSC	2014
Sardar Patel Vidya Mandir Gujarati Marks - 79%	

ADDITIONAL INFORMATION

- **Languages:** English, Hindi, Gujrati.
- **Certifications:** AI Tools & Claude(Be10X),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...](#)