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INSPIRATIONAL
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The screenshot displays the AiKYAM digital hub interface. On the left, there is a navigation menu with options: Feeds, Business Perspective, Enquiry Desk, Member Connect (highlighted), and My Business Profile. The main content area shows a grid of eight business profiles, each with a profile picture, company name, founding year, location, director name, industry, and a 'Connect' button. The profiles are:

- Valsan Fabricators**: 1996, Navli Mumbai, Vilas Dethlia - Director, Manufacturer - Metal Fabrication, www.rollformingindia.com
- Advanced Bolting Solutions Pvt. Ltd**: 1998, Navli Mumbai, Srividhya Ganesh - Director, Bolting and On-Site Machining Systems, www.absgroup.in
- Alpha Chemicals Pvt. Ltd**: 1997, Navli Mumbai, Ajit Patil - Managing Director, Chemical manufacturing, www.alphachemicalsindia.com
- Sara Chem India Pvt. Ltd**: 1989, Navli Mumbai, R K Jain - Managing Director, Aerosol manufacturing & Trading, www.sarachemindia.com
- Narsipur Chemicals Pvt. Ltd**: 1989, Navli Mumbai, Surabhi Rao - Director, Manufacturers - Biosecurity Products, www.narsipur.co.in
- Nandan GSE Pvt. Ltd**: 1991, Navli Mumbai, Raghunandan Jagdish - CEO & Managing Director, Specialised Material Handling Equipment, www.nandan.co.in
- Pulraj Electronics Pvt. Ltd**: 1994, Navli Mumbai, Hemesh Patel - Director, Manufacturer - EMS, www.pulraj.com
- Selec Controls Pvt. Ltd.**: 2000, Navli Mumbai, Sameer Kaji - Director, SMT Manufacturers, www.selec.com

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AJIT VISHNU PATIL

Managing Director - Alpha Chemicals Pvt Ltd

Mr. Ajit Patil was born and raised in the city of Kolhapur of Maharashtra. From close quarters, he witnessed one of his uncles grow as a businessman during his boyhood. They had begun with a lathe machine and had grown into a thriving business. This had a profound effect on the young Ajit. He had made the decision to start his own business, specifically in manufacturing.

Mr. Ajit Patil re-located to Mumbai to further his education. Mr Ajit Patil's first job was as a plant operator at Rashtriya Chemical Fertilizers Ltd in Mumbai. He received valuable experience and was eventually hired by Shell Oil in Saudi Arabia. The job paid well, and he stayed there for four years.

He returned to India and looked into opportunities for starting out on his own. However, the circumstances did not allow him to venture out on his own, so he accepted a new position at Bombay Dyeing Ltd, Patalganga. Mr. Ajit Patil got married and purchased a home in Panvel.

During this time, Mr. Ajit Patil would explore all possible business ventures. He also recognised that he needed additional capital, and that his property investment had left him with almost little savings. So he took a job in Dubai and moved in with his wife this time. However, due to political unrest, they were forced to return to India.

Mr. Ajit Patil and his wife decided not to travel to any foreign land for a job and saw it as an opportunity to do something on their own. He had little experience with how a business should be set up or what prospects to explore, but he was determined to get started.

Some of his friends advised him to buy trucks and get into the transportation business. He also saw the flaws in that industry and bought a lorry and put it in the waste collection business. He obtained contracts, and the company quickly became profitable.

But he had always wanted to work in manufacturing and was constantly looking into opportunities. During that time, he also received an offer to run a communication centre. He spent some money on it, installing an air conditioner and it was the only premium communication center in the area. His cash flow was rather consistent. He then purchased industrial land in Taloja, on the outskirts of Mumbai. When it was time to build the factory, he realized his cost estimation was beyond his means and put it on the backburner.

Incidentally, one of the local contractors in Taloja approached him and offered him a deferred payment option for construction.

This got him back on track, and he finished building the factory in a year. Mr. Ajit Patil formally established Alpha Chemicals in 1997, beginning with a small chemical manufacturing facility. Initially, he received orders on a contract basis. Within a few years, he had some major names as clients. As the activities grew, he asked his wife to join in as well. His wife studied financial management and took over the accounting department.

Mr. Ajit Patil has been in this company for over 25 years and has a chemical manufacturing facility that meets international standards. His Son & daughter have been formally inducted into the organization and are being trained to lead the group through the next major milestones.

Thousands of people want to be entrepreneurs, but only a handful make the leap. Starting a business is not easy, and many people are discouraged from pursuing the path of entrepreneurship.

He pursued any opportunity that came his way, no matter how little or unconnected it was. All of the steps he took in his life were a detour to his ultimate objective of creating his own firm.





T.I.G.E.R. SANTOSH NAIR

CHAIRMAN
Smart Training & Consultancy

Santosh Nair's journey from a door-to-door salesman to one of India's most influential trainers and entrepreneurs is a story of grit, determination, and an unwavering belief in the power of self-improvement. Born into a family with financial struggles, Santosh's early life was marked by a desire to rise above his circumstances and make a significant impact.

After completing his graduation in commerce, Santosh took up multiple jobs to support his family. His life took a turn when he landed a job at Eureka Forbes as a salesman. It was here that he discovered his passion for sales and training. He read 400 books on sales and watched about 1250 audio and videos on sales, honing his skills and knowledge. His dedication paid off when he sold 26 vacuum cleaners in his first month, becoming India's number-one salesman.

Santosh's success in sales was not just due to his skills but also his disciplined habit of self-reflection. He developed a habit of reflecting on his energy, pace, intensity, and insights every night, a practice he believes is crucial for self-improvement. This commitment to personal transformation is embodied in his "TIGER" philosophy, which stands for Tough, Ingenious, Go-getter, Enterprising, and Resourceful.

Inspired by his own transformation, Santosh decided to step into the world of business training. He started his company - smmart Training and Consultancy Services Pvt. Ltd., from the garden of his father's 285 square foot home with a modest turnover of 35 lakhs. Over the years, the company kept growing, hitting a peak of about 20 crores.

His wife, Sindhu Nair played a key role in this transformation, ensuring that whatever was not in place in the organization, whether it was a policy or a process, was put in place.

Santosh's journey teaches us that no matter where we start, with determination and a relentless pursuit of knowledge, we can achieve extraordinary heights. His disciplined habit of self-reflection and self-assessment is a powerful tool for personal and professional growth. Above all, Santosh's journey emphasizes the importance of purpose and the pursuit of a cause bigger than oneself, reminding us that entrepreneurship is not just about financial success, but also about making a meaningful impact.



A portrait of Balasaheb Gatkal, a middle-aged man with a mustache and glasses, wearing a dark suit, a light pink shirt, and a blue patterned tie. He is smiling and holding a smartphone in his hands.

BALASAHEB GATKAL

Managing Director- Promas Engineers Pvt Ltd

Mr. Balasaheb Gatkal was born into a farming family in Rajuri, a village located 88 kilometres from Pune. Rajuri is well known for its cultural and social values. He lost his father when he was only 11 years old, therefore his mother had a greater impact on his upbringing. He had three siblings, and his mother was the sole breadwinner. They faced difficult times.

In 1972-1973, their village experienced a drought. There was a time when they had nothing to eat and survived for three days on chilies and grass.

However, all of his experiences made him considerably more resilient and grounded. Their morale was always up. His mother used to motivate them with inspiring stories.

Mr. Balasaheb Gatkal was a keen observer by nature. He was an adept student. This helped him gain a solid understanding of the topics. Even though he did not put much effort in his academics, he stood second in the 10th standard results. This significantly boosted his confidence.

His mother urged him to pursue his education in Mumbai. He was admitted into KJ Somaiya College. His transition from rural life to life in Mumbai was not easy. Students made fun of his etiquette, vocabulary and overall mannerisms.. None of these prevented him from scoring well and completing his Bachelor of Science degree. He completed both a postgraduate diploma in Mechanical engineering and a diploma in management studies. Mr. Balasaheb Gatkal had a strong desire to join the NDA and the military.

In 1985, following his graduation, a small fabrication company on the outskirts of Mumbai offered him an odd job. It was a peculiar beginning to a career for a bright student. Neither the function nor his compensation were clearly specified. Nonetheless, Mr. Gatkal maximised the experience and exposure that this job could give. He worked there for almost 2.5 years.

After that experience, Mr. Balasaheb Gatkal wanted to do something independently. Mr. Balasaheb had nurtured the desire to become an industrialist since he was a child.

In 1987, he began a new business in partnership with Mr. Sunil Bhagade, a family friend and mentor he had known since college. The business was launched with only Rs 100 in the bank account. Initially, they would acquire orders and have them fulfilled by multiple vendors.

Mr. Balasaheb Gatkal worked exceedingly hard and went to whatever lengths to meet his clients' expectations. Within a few years, they had earned a good reputation among their customers.

Throughout the years, he continued to expand the firm and collaborated with multiple partners with diverse interests. Couple of partnerships did not work out as he had hoped, but still he persevered.

In 2001 he founded Promas Engineers Pvt. Ltd. Promas Engineers is currently one of the major producers of pharmaceutical machinery in India, supplying some of the top firms in the Pharmaceutical, Chemical, Cosmetic, Food Products, and Bulk Drug industries.

Currently, Promas Engineers exports to more than 25 countries. They employ 100 people and have one of the best R&D centers in the country.

Mr. Balasaheb Gatkal is naturally inquisitive and a seeker. He always said 'YES' to life and the opportunities that came by. His entire life is centered on involvement and action. Mr. Balasaheb Gatkal used to assist his mother with farm work and plough fields after school. During his undergraduate years, he performed all daily chores of his family acquaintance and mentor Mr. Sunil Bhagade. During college, he was an extremely active NCC cadet. In his first employment, he travelled across the country with truck drivers to deliver machines. This helped him get perspective on his life. In his early 40's he got involved in Yoga and became a certified practitioner. He is leading an initiative where 18000 trees are being planted and maintained in Navi Mumbai.

Maintaining balance and harmony through his work and personal life is what motivates and drives him.

Mr. Balasaheb Gatkal's motivating force has been living a meaningful life. In the present day, our lives are centered around meeting our wants and desires, but this appears to be mostly irrelevant to living a meaningful life. Meaning is acquired through engaging in hard or difficult situations that are beyond oneself or one's pleasures.





RAKESH KUMAR JAIN

Managing Director - Sara-Chem (India) Pvt Ltd

Mr Rakesh Kumar Jain was born in a small town. His maternal grandfather influenced his formative years. His grandfather worked with Britishers, spoke good English and was very disciplined.

Mr Rakesh Kumar Jain began working in the Quality Control Department in a Nylon Manufacturing Company in Ujjain after finishing his Post-Graduation in 1976.

After working in Ujjain for six years, he relocated to Mumbai to work as the Head of Quality Control for a polyester company.

Rakesh's career took a significant leap when he moved from a small town to the big city of Mumbai.

He spent nearly 8.5 years working for the Polyester Company, gaining valuable experience, exposure, and, most importantly, confidence. This experience inspired him to embark on his own entrepreneurial journey.

Sara Chem India Pvt Ltd was founded in 1989 by Mr Rakesh Kumar Jain. His early years were difficult. He was a technical person with limited sales and marketing

experience. But his strong subject knowledge won him his clients.

He built his company gradually and steadily. Mr Rakesh Kumar served as an expert advisor to his customers in addition to being a supplier.

He is now a market leader in their segment, with a staggering 60 percent market share. Not only that, but he has fulfilled society's obligation by leading and guiding as Chairman of the Indian Merchant Chamber in Navi Mumbai for a decade.

He did not come from a business family. He lacked a PHD and substantial financial support. How did he accomplish all of this?

"Careful attention to detail." He is meticulous in his customer service, meticulous in his financial management, and meticulous in his statutory and government compliances. Every action of his reflects this quality.

Yes, 'paying close attention to detail' is that one big principle that allowed him to accomplish all that he has.



To connect with Mr. Rakesh Kumar Jain, please visit: www.bll.org.in/Rakeshkumar-Jain



RAGHUNANDAN JAGDISH

Managing Director and CEO - Nandan GSE Pvt Ltd

Mr. Raghunandan Jagdish's father, Mr. JC Kumar, founded Nandan GSE in 1991 with a 6-person staff in a 1,300-square-foot facility.

Mr. Raghunandan Jagdish earned his master's degree in mechanical engineering from the renowned Texas A&M University in the United States.

In 2003, as a 23-year-old, Mr. Raghunandan received attractive job offers from some of the world's leading corporations. He, however, had decided to join his father's firm. When he joined the team, there were 25 members in Nandan GSE. They purchased a 25,000-square-foot industrial land in MIDC, Turbhe, Navi Mumbai and moved there.

Mr. Raghunandan began gaining practical experience in all departments. In addition, he realised that he needed an outside perspective in order to expand the company. He made significant investments in his personal growth and development. From 2003 to roughly 2010, he established a solid foundation for himself, despite many difficulties.

They made their first breakthrough in the defence sector in 2010. This elevated Nandan GSE to the next pedestal.

In 2012, Mr. Raghunandan Jagdish had a chance meeting with Mr. Manmohan Shetty of Imagica Adlabs. Adlabs Imagica is a themed entertainment destination in the outskirts of Mumbai. Mr. Raghunandan Jagdish was tasked with developing a themed ride prototype. Mr. Raghunandan

had no prior experience with similar projects, but he was confident in his ability and said yes to the challenge. As promised and to Mr. Manmohan Shetty's delight, he delivered the prototype and secured the order.

Nandan GSE installed the "I for India " attraction and the soarin ride at Adlabs Imagica in 2014. This project's value was equal to their annual revenue that year.

Mr Raghunandan Jagdish turned 40 years old in 2019 and assumed the roles of MD and CEO. He began building his second line of leadership. He articulated and documented the company's 10X growth strategy.

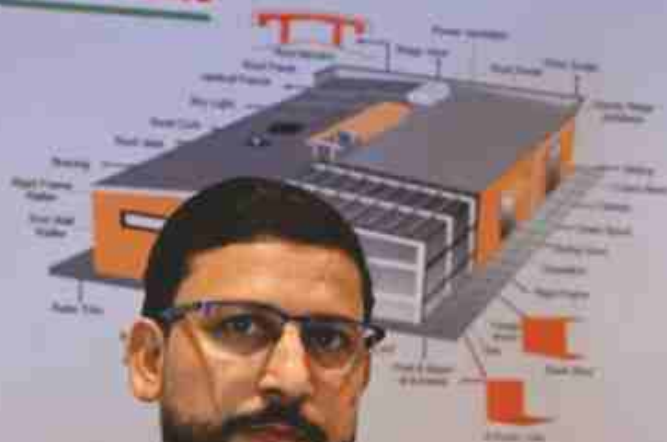
There are numerous examples of business families in which the next generation is unwilling to join the family enterprise. The children are missing out on a fantastic opportunity to be trained in business and to develop real skills that no MBA in the world can teach. The next generation rejects this opportunity despite the fact that they are presented with a superb platform.

Children are not interested in making their father their employer, doing their own experiments and learning from them, or entering that particular field of business.

Mr. Raghunandan Jagdish was prudent and joined Nandan GSE despite receiving prestigious job offers after completing his Master's degree in the United States.



ROOFING EXPERT SOLUTIONS



FAISAL - SHINE
ENGINEERED BUILDINGS (PEB)



SALIM REHMANI

Managing Director
Faisal Roofing Solution Pvt Ltd

Mr Salim Rehmani was born into a poor farming family in Uttar Pradesh. They were a family of five brothers and one sister. He was expected to contribute to the family income and thus had to discontinue his studies.

Mr Salim Rehmani has always had an entrepreneurial spirit. He used to go to melas as a kid and sell corn and peanuts, do odd jobs and explore various means to earn money.

With little job options in his hometown, Mr Salim Rehmani opted to relocate to Mumbai. He was 14 years old when he first arrived in Mumbai. He had no experience and was accidentally hired to do day labour for a roofing company. He got paid Rs 35 for a full day's labour. That was a large sum for him at the time, and he worked very hard.

Mr Salim Rehmani was assigned complex installation projects or tasks that required him to climb heights. He was always the first to offer to do such risky jobs.

He learned a lot about the roofing industry in just a few years. He left his job in 1996 owing to a misunderstanding. Mr Salim Rehmani was devastated since he was deeply devoted to the organisation. He was only 20 years old at the time.

The following year, in 1997, Mr Salim Rehmani decided to go out on his own and began doing small-time fabrication work. He used to put in 15-16 hours of effort per day. He began to build a solid reputation.

Mr Salim Rehmani was a responsible person by nature. He kept every promise he made to his customers. This led to more opportunities and a broader spectrum of initiatives. He began to assemble a team and began accepting projects outside of Mumbai.

Faisal Roofing continued to expand at a steady rate.



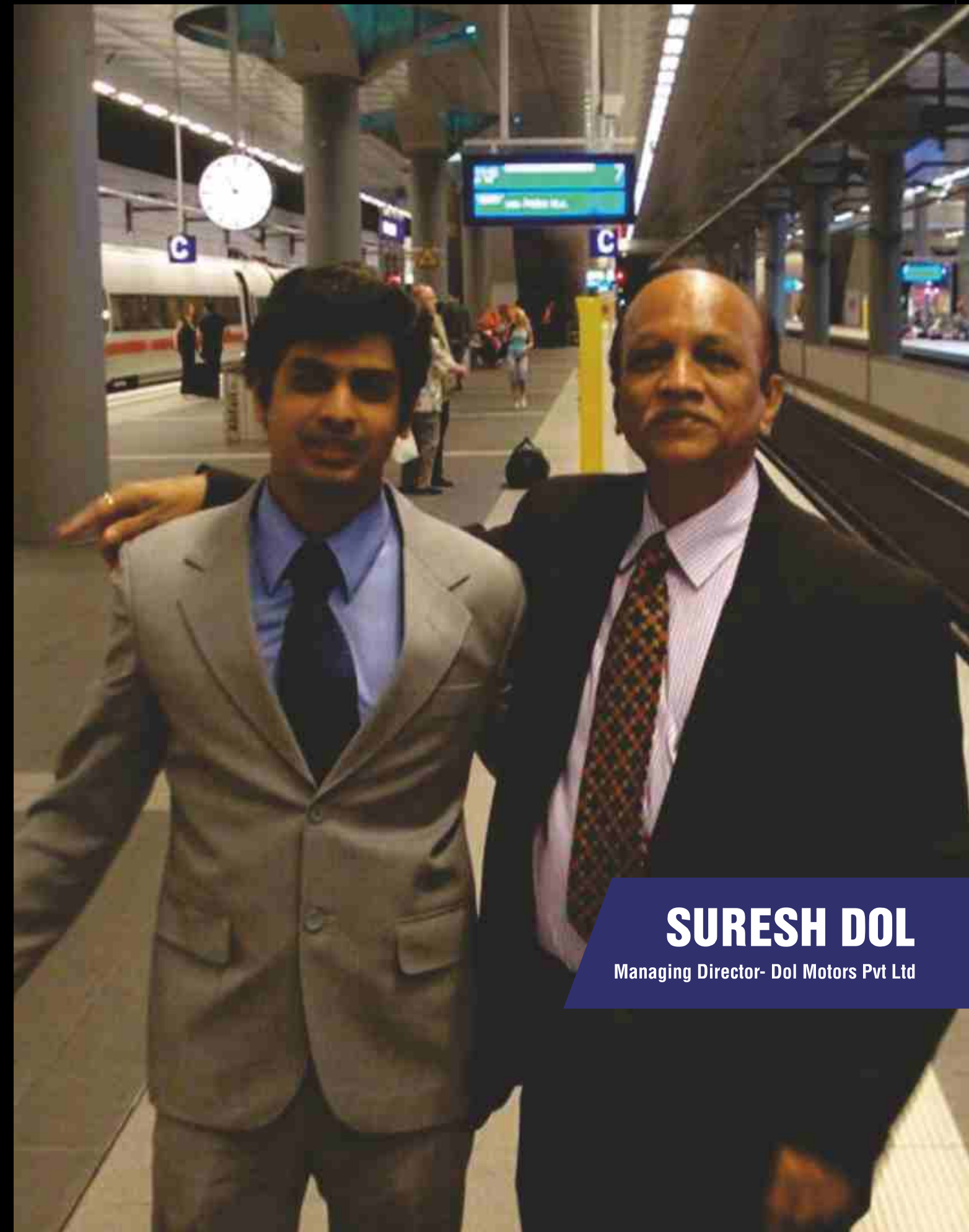
Mr Salim Rehmani, despite the fact that he was unable to complete his education, was no less than an engineer in terms of his understanding of the roofing sector. Mr Salim Rehmani is a quick learner who will go to any length to understand something.

Faisal Roofing got into manufacturing of roofing sheets and accessories. This resulted in a divergent growth trajectory.

Mr Salim Rehmani is obstinate and will not accept no for an answer. He has the confidence to take large risks and to dream big.

He has made a significant impact in the roofing sector. Faisal Roofing now has numerous manufacturing units totaling over 54,642 square feet. His current goal is to become a global player and one of the top players in the roofing industry.





SURESH DOL

Managing Director- Dol Motors Pvt Ltd

Mr Suresh Dol lost his father at a young age and thus could not afford to attend engineering college. He finished an ITI course and began working to support his family.

At Siemens, he got his first break. He worked there for 13 years. He had a naturally inquisitive nature. He put a lot of effort into everything he did. He grew up the ranks and had phenomenal exposure across departments. He was well-versed in all of the functions.

As his career progressed, he realized that his hierarchical growth would be limited because he lacked a formal engineering degree. Mr Suresh Dol, despite having established himself in the organisation, did not want to remain in a position where he was unable to realize his full potential. He decided to strike out on his own.

Mr Suresh Dol was in his early thirties when he left Siemens to start his own business in 1978. He secured a small plot of

land and began taking on rotary machine servicing projects.

He developed a reputation for servicing the most complex motors. By the early 2000s, they had expanded into power plant refurbishment. They continued to add capabilities after that.

He eventually accomplished amazing engineering feats. DOL Group now has six cutting-edge manufacturing facilities, 400+ employees, and an annual revenue of more than Rs 200 crore. He is regarded as an authority in the rotary motor industry..

If Mr Suresh Dol had decided to stay and not leave his comfort zone, India would have lost an industrialist. A college degree does not have to be the creator of your destiny. What matters most is your sincerity and dedication to the subject.



To connect with Mr. Suresh Dol, please visit: www.bll.org.in/Suresh-Dol

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A hand is shown holding a large, ornate golden trophy cup. The cup has intricate engravings and a textured surface. The background is a solid purple color. The text is overlaid on a semi-transparent white rectangular area in the center of the image.

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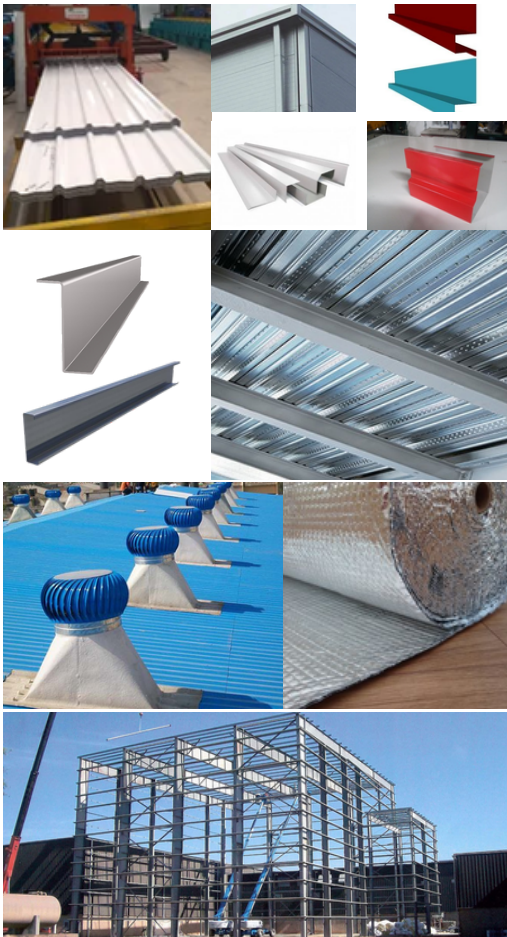
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Introducing Business Leadership League (BLL): Empowering SMEs for a Thriving Tomorrow

It is with great excitement that I introduce you to Business Leadership League (BLL), a visionary ecosystem that propels aspiring businesses toward unparalleled growth. With a robust network already exceeding 1200 businesses and a trajectory aiming to expand into a dynamic community of over 10,000 strong, we are a force to be reckoned with in shaping the future of small and medium-sized enterprises (SMEs) in India.

At BLL, our mission is more than just a statement; it's a commitment to fostering growth, innovation, and success within the SME ecosystem. Our engagement with the SME/MSME community is continuous and impactful, marked by an array of properties and initiatives that inspire, connect, and empower businesses across the nation.

- 1. State-Level Theme-Based Conclaves (1500+ audience size):** These events transcend traditional networking, providing a platform for SMEs to delve into focused discussions, discover industry trends, and build valuable connections. It's where the pulse of regional business innovation thrives.
- 2. Business Topline Growth Meet - Quarterly Meets (500+ audience size):** These meets drive the momentum of our community, featuring insightful sessions, resource sharing, and thought-provoking discussions. This gathering accelerates the growth of our member businesses and strengthens our collective impact.
- 3. Indian Business Inspirational Stories (Journeys in Video Format):** We believe that inspiration fuels progress. Through our video series, we showcase the extraordinary journeys of Indian entrepreneurs who have overcome challenges, achieved remarkable milestones, and continue to inspire us all.
- 4. Champions of Sector:** Recognizing the excellence and innovation within sectors, this initiative highlights businesses that are setting new standards, pioneering change, and inspiring others. Champions of Sector showcases the trailblazers in various industries who drive progress and elevate the business landscape.
- 5. Aikyam Portal:** This is where our members thrive. Here, businesses get listed and connected, creating a network that nurtures collaboration, shared growth, and meaningful partnerships.
- 6. BLL Heads Up Directory - Bi-Monthly Buyer-Seller Magazine:** This magazine serves as a vital bridge, connecting businesses within our community. By showcasing products, services, and offerings, we enable SMEs to gain visibility among our readers, potential customers, investors, and partners.
- 7. Saturdays with Business Leadership League -** We bring together the brightest minds in the industry for insightful webinars. This interactive platform delivers knowledge, expertise, and actionable strategies directly to our community members' screens.

Through these initiatives, BLL is crafting a thriving ecosystem where SMEs flourish, expand, and innovate. Our commitment to visibility, knowledge-sharing, collaboration, and empowerment sets the stage for SMEs to attain unprecedented heights of success.

I am filled with enthusiasm for the transformative journey that lies ahead. With your invaluable support and dedication, we are poised to empower SMEs across India, create meaningful connections, and drive collective growth. Together, let us craft a future where SMEs shine as the driving force of our economy, steering us toward prosperity and innovation.

Warm regards,

Swetapadma Mohanty

CEO and Founder, Business Leadership League

Growth Trajectory with Business Leadership League (BLL)



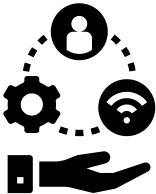
Visibility and Exposure

BLL is dedicated to enhancing the visibility of businesses. By actively participating, businesses can significantly boost their visibility in the market. In an increasingly competitive landscape, being seen and recognized is crucial for attracting customers, partners, and investors.



Networking Opportunities

BLL offers a valuable platform for networking. Through events, collaborations, and interactions, businesses can connect with like-minded individuals, potential customers, industry experts, and partners. These connections can lead to new opportunities, collaborations, and growth.



Access to Resources

BLL often collaborates with organizations that provide resources and support to businesses. Whether it's access to funding, mentorship, or specialized services, participating with BLL can open doors to valuable resources that can fuel business growth.



Community and Support

Being part of the BLL community means having access to a supportive network of fellow entrepreneurs and business leaders. This community can provide guidance, support, and a sense of belonging, which can be invaluable, especially during challenging times.



Brand Building

Consistent participation with BLL can help businesses build a strong and reputable brand. When a business is associated with a respected and influential organization like BLL, it enhances its credibility and trustworthiness in the eyes of customers and stakeholders.



Business Growth

Ultimately, continuous participation with BLL can lead to business growth. Whether it's through new partnerships, increased visibility, access to resources, or learning opportunities, businesses that actively engage with BLL are better positioned for sustainable growth.

In a rapidly evolving business landscape, staying connected and engaged with organizations like BLL is not just beneficial; it's essential for long-term success. Businesses that recognize the value of participation and collaboration are more likely to thrive, adapt to changes, and seize opportunities in an ever-changing market.

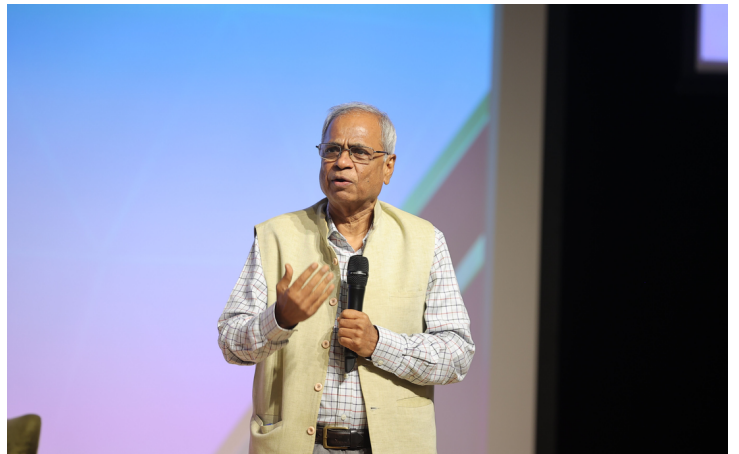
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SWETAPADMA MOHANTY, FOUNDER & CEO



Swetapadma is a true trailblazer in the business world, demonstrating remarkable qualities that set her apart as a dynamic leader.

As the driving force behind the Business Leadership League (BLL), she has established a robust platform dedicated to promoting and enhancing the visibility of businesses.

Swetapadma's commitment is evident in her ambitious goal for BLL to support and empower 1 lakh businesses by 2030.

Her leadership at BLL is marked by a passionate dedication to the SME sector, recognizing the immense potential these enterprises hold for India's economic development. Swetapadma's vision includes creating a conducive ecosystem, leveraging a skilled labor force, and providing access to global markets, all aimed at fostering the growth of SMEs. Through BLL, she aims to inspire entrepreneurship, facilitate networking, and provide a platform for SMEs to showcase their offerings and achievements.

Prior to founding BLL, Swetapadma's journey includes co-founding Salesprout, where she played a key role as the Co-founder and Head of Operations. At Salesprout, her expertise in crafting innovative sales strategies proved invaluable to B2B product and services companies, helping them expand their market presence and effectively communicate the value of their offerings. Her professional background also encompasses pivotal roles at respected organizations such as Dun & Bradstreet Tangram Pvt Ltd, Feedback Business Consulting Services Pvt Ltd, and Credit Analysis & Research Ltd. These experiences enriched her understanding of market dynamics, strategic advisory, and customer engagement.

Swetapadma's assertive approach and her ability to seize opportunities, even in the face of challenges, has been a driving force behind BLL's success. Her keen sense of innovation keeps the organization ahead of the curve, ensuring that SMEs can thrive in today's competitive environment. Her tenacity ensures that BLL consistently exceeds its goals, making a tangible impact on the businesses it supports.

Under Swetapadma's visionary leadership, BLL has become more than a business platform; it's a movement that champions SMEs, a catalyst for positive change, and a symbol of the potential within the Indian business landscape. Her vision and unwavering commitment shape BLL's trajectory, making it a dynamic force that drives business growth, encourages entrepreneurial spirit, and fosters a culture of innovation.



KRIPANANDA CHIDAMBARAM (KC)

HEAD STRATEGY & KEY INITIATIVES

Creative entrepreneur with a first-principles thinking approach, passionate about building businesses that challenge the status quo and positively impact society.

Successful ventures in marketing, coaching, hiring, technology, and creative services.

KC has experience in sales, business analysis, personal finance, and content creation.



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