

Alok Srivastava

#AutoInnovator#DrivingSuccess#AutoLeader#BusinessMa
ven#CoFounderExpert#ChiefBusinessStrategist#AutoVision
ary#AutomotiveLeader



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🇮🇳 Indian

🎂 15Th Dec.1979

Education

- **MBA**

National Institute of
Management
Apr 2010

- **B.Tech**

Bundelkhand Institute of
Engineering and
Technology

CTC

CTC Expected: Present salary -
---- 30 LPA.+ Mobile & Petrol
Expenses as actual.+
Incentives Expected salary - I
prefer to keep it Open and
Negotiable. But in this case
my CTC may be fixed as per
the norms of the organization

Professional Profile:

Results-driven and visionary automotive executive with over two decades of leadership experience in the industry. Proven track record as **Co-founder and Chief Business Officer**, driving business growth and spearheading strategic initiatives. Adept at navigating complex market landscapes, building high-performance teams, and cultivating key partnerships. Demonstrated expertise in business development, market expansion, and operational optimization. Known for a relentless commitment to excellence and a keen understanding of industry trends. A strategic leader who combines innovation with a deep understanding of the automotive sector to deliver outstanding results.

Objective:

An innovative and results-driven professional with a passion for transforming the automotive industry. Seeking to leverage my leadership skills and strategic business acumen to drive success for VehicleCare.

Work Experience

Co-Founder & Chief Business Officer, VehicleCare, Houseneeds Doorstep Services Pvt Ltd

January 2020 - Present

Spearheading strategic initiatives to drive business growth and establish VehicleCare as a key player in the automotive sector. Developing and implementing effective business strategies to achieve financial objectives and market expansion. Cultivating and maintaining strong partnerships with key stakeholders, investors, and industry leaders. Leading cross-functional teams to ensure seamless execution of business plans.

Chief Executive Officer, Dmetl Tech Pvt Ltd, Delhi NCR

January 2019 - December 2019

- * Heading Business Operations, Financial Planning and Strategies
- * Responsible for building a strong vendor network of Scrap dealers, Auto part vendors, Recycling units, Insurance Companies, Auto service Industry and Cab Aggregators

Regional Head, Chatpay Commerce Pvt Ltd

October 2016 - December 2018

- * Headed regional sales and of Delhi NCR & Maharashtra region
- * Responsible for Business Development, Process Management & Automation as well as Workforce Management.
- * Handled day-to-day operations in auto service management, fleet management for Delhi NCR

General Manager - Operation Planning & Business Management, Maruti Dealer

March 2011 - September 2016

MAR 2011 - SEP 2016

- * Responsible for Performance management of all business verticals, Growth in Business Volume of each vertical.
- * Handled New Business Opportunity by expanding dealer network and operation management and fund flow.

General Manager - Services

July 2009 - February 2011

- * Responsible for accessing, planning and promotion of services as well as on time implementation for smooth process automation at workshop
- * Streamlined system & procedures for effective workshop management

General Manager - New Business

March 2001 - June 2009

Coordinated with sales & finance team for smoothing sales function at Maruti Insurance & Truvalue * Responsible for delivering systems for Online Insurance & Finance

Strengths:

"Dynamic and results-driven Automotive Leader with over 22 years of experience in the automotive industry. Proven strengths lie in setting and achieving high-impact goals with an assertive and aggressive approach. Possesses excellent interpersonal skills, fostering effective communication across all levels of corporate management. Demonstrates the ability to work independently with minimal supervision, delivering outstanding results. Adept at delivering compelling presentations and possessing strong speaking skills. Initiates with enthusiasm, showcasing high levels of initiative, self-motivation, and a deeply objective, results-oriented mindset."

Skills:

"Dedicated and results-driven Co-founder and Chief Business Officer with over 22 years of proven expertise in steering the strategic growth and operational success of the innovative automotive industry. A visionary leader at the intersection of business acumen and industry insight, consistently driving revenue, forging key partnerships, and fostering innovation. Committed to advancing the automotive landscape through a unique blend of leadership, market intelligence, and a relentless pursuit of excellence."

Milestones attained during the 22-year career. (measurable achievements)

Milestones attained during the 22-year career. (measurable achievements)

2011 – Star Performer for new business strategy by MSIL

2014 – Leader in business growth by MSIL (Regional Level)

2021 –Best CBO of the year under category 200 CR valuation startups by CEOINSIGHT (WEB TECHNOLOGIES INDIA PRIVATE LIMITED)

<https://www.ceoinsightsindia.com/magazines/chief-business-officer-october-2021/>

References

Anurag Srivastava, Founding Partner Jungle Ventures and SMG Group

[linkedin.com/in/anurag-srivastava-7433076](https://www.linkedin.com/in/anurag-srivastava-7433076)

Gurkeerat Sekhon , Director at Capgemini Invent

[linkedin.com/in/gurkeerat-sekhon-9b57b5b](https://www.linkedin.com/in/gurkeerat-sekhon-9b57b5b)

Rakesh Srivastava, Managing Director of Nissan Motor India Private Limited

[linkedin.com/in/rakesh-srivastava-65a59011](https://www.linkedin.com/in/rakesh-srivastava-65a59011)

Special Projects

Business Consultant to start and run car service network

During my tenure at Girnar Soft Pvt Ltd, particularly with Car Dekho, I played a pivotal role in establishing and managing a successful car service network. My responsibilities included the establishment of the FOCO model, and I am proud to have contributed to the growth and efficiency of the network.