



# Ayush Chawla

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## Summary

Strategy professional with **six years of corporate and three years of volunteering experience**, in analyzing outcomes at the intersections of climate, education, health, and gender. Specialized in scaling organizations by driving **"zero-to-one" growth** and accelerating **"one-to-ten" transitions** through **strategic planning, business optimization, and functional capability building**. Collaborated effectively with businesses, government, and civil society. Consistently **recognized for excellence**, earning five fast-track promotions and maintaining outstanding performance ratings.

## Professional Experience

### Engagement Manager | Sattva Consulting

Jul 2024 – Aug 2025

- Spearheaded top account management, doubled YoY revenue & secured outstanding NPS for a global climate leader (\$11M, 440+ staff), concurrently integrated systems thinking methodologies across India chapter's climate resilience initiatives.
- Led the design and program management of a \$10M climate risk assessment tool for India, qualified differential vulnerabilities & informed policy making, with NITI Aayog (Prime Minister's Think Tank) & the Rockefeller Foundation.
- Co-created the Go-To-Market (GTM) strategy for a \$9M business vertical, spearheading organizational transformation and functional capability building that sustained a 23% CAGR over a three-year period.
- Engineered a strategic pivot from short-term projects to long-term implementation, increasing retainer-based business from 60% to 75% through AI led value-based pricing models and data-driven sales forecasting.

### Senior Consultant | Sattva Consulting

Oct 2022 – Jul 2024

- Supported the strategy and program management for a \$60M collaborative focused on digitally transforming major state healthcare systems, in partnership with the Piramal Foundation and the Bill and Melinda Gates Foundation.
- Supported P&L management (\$2.3 million) in collaboration with senior leadership, and led conceptualization and GTM of sectoral advisory services. Supported Sattva's recruitment process over 2 years; delivered 15+ training sessions.
- Designed and led knowledge-driven ecosystem convenings, bringing together 500+ attendees across four events and fostering partnerships on key initiatives, including advancing STEM education for girls in India.

### Multiple Positions (Consultant, Associate Consultant, Analyst, Intern) | Sattva Consulting

Jun 2019 – Oct 2022

- Contributed to the development of a theory of change and operational strategy to create alternative livelihood opportunities for commercial sex workers in India, and organized two ecosystem-level convenings with over 50 funders and CSOs.
- Aided the design of a comprehensive COVID-19 response strategy for a leading nonprofit, in collaboration with Government of India, to support 13.3 million disadvantaged senior citizens across 112 aspirational districts in India.
- Advanced top-line growth and revenue diversification through central strategic initiatives (sales and productisation) and helped with the development of a 3-year strategy that scaled the nonprofit advisory practice 6x (from 8 to 50 members).

## Education

Masters in Business Administration – *Indian Institute of Management, Ahmedabad* | Dubai

2025 – 2026

Bachelors in Business Economics (Hons) – *University of Delhi* | India

2016 – 2019

## Accomplishments

- Authored and published a peer-reviewed report analyzing the correlation between demonetization in India, digital technology adoption & citizen happiness. Journal reference Digital Economy: Challenges and Opportunities (ISBN 978-81-928754-5-3).
- Led a large-scale survey with 7,400+ respondents from 28 aspirational districts in India to assess the impact of the COVID-19 pandemic on student education, and recommended targeted interventions to the Government of India.

## Certifications

Inclusive analytics techniques, Rotman School of Management

Feb 2025

Gender analytics for innovation, Rotman School of Management

Jan 2025

The finance of climate change, EDHEC Business School

Nov 2024

Digital unlocked, Google

Oct 2018

## Extra-Curriculars

- Launched the '24/7 Emotional Crisis' platform, delivering real-time listening services and performed 500+ hours of community service to provide affordable, accessible mental health support through the We Listen Foundation.
- Established the training and placement cell and successfully led a 26 member team to enable better industry connect and career guidance for students. Organized 20+ job placement/internship drives and 12 training workshops for 800+ students.
- Amongst the top 10 people chosen in India for 'Cinema School in a Sandook', a life skills training camp for children from underprivileged backgrounds, conducted in partnership with Purple People Labs and Being Human Foundation.