
EDUCATION

COLUMBIA UNIVERSITY, School of International and Public Affairs Master of Public Administration, Economic and Political Development	New York, N.Y. Dec 2015
INDIAN INSTITUTE OF MANAGEMENT Post Graduate Diploma in Management, Strategy and Marketing	Indore, India April 2010
DHIRUBHAI AMBANI INSTITUTE OF INFORMATION AND COMMUNICATION TECHNOLOGY Bachelors in Technology, Information and Communication Technology	Gandhinagar, India May 2008

EXPERIENCE

SIGHT AND LIFE FOUNDATION Gurugram, India
Manager – Technology and Entrepreneurship January 2017 - Present

Manage projects and interventions that are designed to enhance reach of nutrition into other sectors through social business models, public private partnerships and governments in Malawi, Ethiopia, Kenya and India. Current projects include EGGciting Innovations, Nutrition Entrepreneurs, Elevator Pitch Contest, OBAASIMA, Nutrition Kiosks and Early Childhood Development.

Nutrition Entrepreneurs

- Led a 3 member team on social business landscape assessment in East Africa to design scalable nutrition interventions.
- Conducted key informant interviews of 57 key influencers and senior executives to analyze and pool lessons from social businesses.
- In discussions with 14 social businesses to design and implement sustainable nutrition pilots that can be scaled up (in progress).

EGGciting Innovations

- Exploring opportunities to improve egg consumption and availability in Malawi, Kenya and India through eco-system mapping, scoping for business models, value chain analysis and consumer insights
- Analyzed 8 models in East Africa and Asia to scope for and design interventions that improve smallholder layer productivity and improve egg consumption among women and children

Elevator Pitch Contest

- Managing an initiative to identify and support entrepreneurial ideas that have high potential to be implemented and produce a meaningful impact in public health nutrition.

THE ABDUL LATIF JAMEEL POVERTY ACTION LAB (J-PAL) Hyderabad, India.
Project Manager July 2016 – Dec 2016

Managed a tri-partite engagement with the Government of Andhra Pradesh, Pratham, India's largest education focused non-profit and J-PAL, a research organization to scale up an innovative pedagogical approach that grouped students according to learning levels rather than age or grade.

Teaching at the Right Level (TaRL)

- Built sustainable systems to aid scale-up of Teaching at the Right Level (TaRL) to 8,000 schools across 3 districts in Andhra Pradesh.
- Established critical channels to track program development and children's learning levels by training 540 government staff in M&E.
- Liaised with 3 external stakeholders to design, iterate and pilot digital data tracking tools across 200 schools in 3 districts of AP.
- Advocated with the state level bureaucracy for a state-wide scale-up of TaRL in 2017-18 across 13 districts, reaching 35,000 schools.
- Co-ordinated analysis and dissemination of relevant impact reports across various stakeholders to support evidence based decisions.
- Documented learnings thus far and produced reports for relevant target audience to aid knowledge transfer to scale-ups in other states.

THE WORLD BANK, Development Impact Evaluation (DIME) Washington, D.C.
Consultant Dec 2015 - May 2016

- Completed background research to design impact evaluations for programs addressing Fragility Conflict and Violence in Africa.
- Assisted program leads in coordinating analytical work, including organizing workshops and other learning events.
- Participated in Impact Evaluations as evaluation team member; preparing and analyzing data using STATA.

**GOVERNMENT OF ANDHRA PRADESH, Economic Development Board
Consultant**

Hyderabad, India
May 2015 - July 2015

- One of 23 consultants chosen from 719 applicants to set objectives and shape strategy for the newly formed state of Andhra Pradesh.
- Conducted a value chain and market assessment study of the hand dyeing industry covering 8 villages to assess reasons for a stagnating market.
- Collaborated with Ministries of IT, Skill Development and Entrepreneurship to create financial opportunities for 2,000 artisans.
- Recommended 7 policy interventions aimed at reviving the hand dyeing industry to the Chief Minister and the Cabinet Ministers.
- Initiated a capstone project in collaboration with Columbia University to promote financial inclusion among artisans.

**TEACH FOR INDIA
Fellow and Fellow Advisor**

Hyderabad, India
April 2012 - May 2014

- Bridged the achievement gap of 34 second graders and enabled 2 year growth of 12 students in one academic year.
- Authored a Grade 2 English language course book; currently followed by several private schools across 5 states in India.
- Raised \$1,500 by running a half marathon; utilized funds for school infrastructure, water and sanitation facilities.
- Awarded the Rotary Vocational Excellence Award in recognition of services in the field of teaching.
- Led 6 teacher training workshops for 27 incoming fellows and designed comprehensive writing progression plans.
- Conducted teacher training workshops for incoming fellows and designed better writing progression plans
- Collaborated with leaders in development and related areas to introduce fellows to various sectors and build interest

**ENTERTAINMENT WORLD DEVELOPERS
Executive Assistant to Managing Director**

Indore, India
April 2010 - Feb 2012

- Liaised between top management and other departments and facilitated strategic decision making processes.
- Introduced Key Performance Indicators to better evaluate sales team; increased sales volume by 70%.
- Formulated and executed integrated marketing initiatives in 2 cities; elevated sales volumes by 12 times.

INTERNSHIPS & PROJECTS

**HSBC INVESTMENT BANKING
Intern – Global Research**

Bangalore, India
May 2009 – Aug 2009

- Analysed and forecasted the financial health of real estate companies in Hong Kong and China
- Negotiated buy-out of properties of 8 players facing liquidity crunch and tight debt positions

**GOVERNMENT OF JAMAICA
Workshop Project**

Kingston, Jamaica
May 2009 – Aug 2009

- Performed qualitative research through interviews and focus groups among various stakeholders
- Carried out evaluation of eco-system and challenges faced by young entrepreneurs in Jamaica
- Presented innovative crowdfunding options to address challenges and facilitate access to finance

PUBLICATIONS

Lingala S, Beesabathuni K. (2017). Nutrition Entrepreneurs. Accelerating nutrition progress through social business models in Kenya, Ethiopia and Malawi. In: *Sight and Life Magazine*. Pp 71 – 77. Vol. 31 (2).