



## **Bala Devi Chandrashekar**

### **PROFILE:**

Management consultant with over 17 years of work experience in corporate development. Bala is the Director of Corporate Development at Nth analytics. She has significant business development experience in the Healthcare Industry, in terms of sourcing and executing clinical trials data analysis projects for Major US Pharmaceutical Firms. She has over 15 years of experience in management consulting, IT solutions and leadership programs, with a focus on pharmaceutical companies.

### **Technical Qualification**

Obtained Accredited **Assessor Award-Cambridge RSA Examination Board, UK** – In Management/Business Development: Designed and trained Officers and Managers at Corporate Sectors in the areas of Organizational Behavior/All HR related courses, Supervisory Management, Managing Diversity in an Organization & Leadership skills etc.

### **ACADEMIC BACKGROUND**

**University of Madras**  
**Masters (M.Phil) in Public administration**  
**\*Ranked First.**

**Postgraduate Diploma in Labor Administration, Min. Of Labor.**  
**\*Ranked First, Health Management, Industrial relations.**

**Masters of Arts in Public Administration, University of Madras.**  
**\*Ranked First** in Faculty of social Sciences

**Bachelor of Science, University of Madras.**

### **PROFESSIONAL EXPERIENCE**

#### **Nth Analytics: Director – Corporate Development**

- Implementing high-level corporate strategy and Market Development.
- Project management and marketing support.
- Experience in Corporate and field environments with demonstrated expertise in employee relations, performance management, policy development, recruiting

#### **Meryl Moritz Resources (Leadership Coaching) - Director - Corporate Development –**

- Marketing, market research of client profile with Major International and US based Corporations in Pharmaceutical, Professional services, Technology, Telecommunications and Finance etc.
- Corporate Development, Project management
- Planning and implementing all marketing related activities

## **Bala Devi Chandrashekar**

### **Concio Corporation (IT consulting)**

#### **Business Development Manager**

- Areas include CRM, B2B, and App. Server with focus on Finance, Entertainment and telecom.
- Worked on building partnerships, preferred vendor relationships with large corporations.

### **University of Hull/University of Sunderland/City University of London-UK (UAE )**

#### **Management & Academic Consultant**

- Extensive experience in Experimental education in academic services of higher education. Working very closely with faculty members, students, administrators and Major Corporations.
- Served as Faculty with City University of London for Master Level courses.

### **Kwality Biscuits Ltd., Bangalore, India.**

#### **Assistant Manager, Manpower Development.**

\*Development of sales and distribution network including setting up performance appraisal system, and developing training support, recruitment and career development programs.

\*Marketing budget development, working with advertising function to execute strategies and formulation of marketing information systems.

#### **ADDITIONAL INFORMATION:**

**Artistic Director and acclaimed senior artist, choreographer/teacher of Indian Classical dance** (Bharata Nrityam Style)-Learnt under World's Foremost Exponent .Given performances/lecture demonstrations – Featured in Major International festivals. Bala is a Panel artist with New Jersey State Council on the Arts. Bala lectures frequently in various prestigious universities in North America. Bala runs a Not for Profit organization [www.shreepadmanrityam.org](http://www.shreepadmanrityam.org) to promote the awareness of South Asian Performing Arts.

#### **Governor's School of NJ: Board of Overseers.**

In January 2007, Bala was appointed to the Board of Overseers of the Governor's School of New Jersey by Governor of New Jersey. The Governor's School contributes to New Jersey's civic culture by developing its gifted and talented young citizens. The program instills in these students a sense of responsibility to share their experiences and accomplishments that benefit all of society and nurtures ethical, social and civic responsibility. The foundation of the program is a commitment to provide an enriched educational opportunity for gifted and talented high school students that will not only be beneficial to them as individuals, but will also benefit the State and is critical to the future well-being of our society

Interests include- Lecturing and teaching South Asian Performing Arts, music, reading, squash