

Vishal Singh



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Summary

Vishal Singh is a Fundraising Consultant for the non-profit group of Bihar Banana Farmers Association and was formerly a Research Fellow at IIT Patna through the NIDHI-Entrepreneur In Residence program, with prior experience as a Guest Faculty at NIFT Patna, where he taught Critical Thinking courses. He is a serial entrepreneur with businesses spanning hospitality, real estate, agriculture, additive manufacturing, and e-commerce. Additionally, he has served as a project consultant for renowned organizations like BAIF Development Research Foundation and Aga Khan Foundation, focusing on waste management and alternative energy solutions within the development sector. Vishal is looking for fundraising and networking positions in multilateral organisations, non-profits or developmental organisations for his next stint.

Experience



Fundraising Consultant

Bihar Banana Farmers Association

Jan 2020 - Present (3 years 9 months)

- Designed Trade and Supply Chain System for horticultural products in Bhagalpur and Munger districts, benefiting farmers.
- Provided technology services to over 2,000 farmers.
- Developed fundraising strategy for Bihar Banana, securing support from corporates and foundations.
- Identified and closed fundraising opportunities for Mango, Lychee, and Banana projects.
- Established partnerships with corporates and FMCG foundations like Mother Dairy, BigBasket, and Swiggy.
- Conducted market research and managed investor relationships.
- Initiated B2B activities to attract corporate agricultural technology partnerships at the national level.



Research Fellow

Incubation Centre, IIT Patna (IC IITP)

Jul 2022 - Jun 2023 (1 year)

- Awarded NIDHI EIR Fellowship for Mental Health Awareness Product Research.
- Founded a customized Toys and Games startup.
- Showcased products in 30+ national exhibitions and events.
- Established organizational channel partners for manufacturing and sales.
- Initiated B2B sales with 10+ major clients including CDAC and CNLU.
- Created innovative, well-researched product designs.
- Selected for Shark Tank India's preliminary round.
- Received support from MSME, AWE, BMUS, CDAC, and IIT Patna.



Guest Faculty

National Institute of Fashion Technology, NIFT Patna, India

Jan 2020 - Dec 2022 (3 years)

- Served as Part-time Guest Faculty at NIFT Patna from Jan 2020 to Dec 2022.
- Developed and taught a comprehensive Critical Thinking course for second and third-year undergraduates.
- Designed lesson plans, conducted lectures, and facilitated discussions to enhance critical thinking skills.
- Provided individual counselling to guide students in career decisions in corporate and start-up sectors.
- Mentored students to improve decision-making abilities.
- Contributed to students' educational and personal growth by promoting critical thinking and informed career choices.
- Demonstrated expertise in fashion industry teaching and counselling, enhancing the overall learning experience.



Project Consultant

Aga Khan Foundation, India

Aug 2018 - Dec 2019 (1 year 5 months)

- Extensive expertise in waste management with diverse chemical, metallurgical, and industrial knowledge.
- Proficient in hazardous waste management, wastewater treatment, industrial chemistry, material science, metallurgy, environmental impact assessment, quality control, and regulatory compliance.
- In-depth understanding of material properties and behavior, including plastics and metals commonly found in industrial waste.
- Familiarity with key waste management regulations like Municipal Solid Wastes Rules (2000), Hazardous and Other Wastes Rules (2016), Plastic Waste Management Rules (2016), and relevant authorities like CPCB, NGT, and Swachh Bharat Abhiyan.
- Designed a comprehensive Door2Door waste collection, disposal, and feedback system for specific areas in Patna, Bihar (Phulwari Sharif, Danapur Nizamat, and Khagaul blocks).



Founder

Unity Development Project LLP, Patna, India

Jun 2015 - Jul 2018 (3 years 2 months)

- Applied AI and ML algorithms for personalized travel recommendations and enhanced customer experiences.
- Proficient in VR/AR technology to offer immersive travel experiences and showcase destinations.
- Utilized drones for captivating travel photography and videography.
- Leveraged big data analytics for understanding customer behavior and preferences, enabling targeted marketing.
- Established Bihar's first Affordable Homestay & Backpacker Hostel, Jerry Borry, with seed funding from the Dept. of Industries, Govt. of Bihar.
- Attracted clients from 30+ countries across the globe.



Senior Consultant

BAIF Development Research Foundation, Pune, India

Aug 2014 - Mar 2015 (8 months)

- Designed, developed, and installed a 1 Ton/Day Waste to Energy (WTE) system in Urulikanchan, Pune, yielding successful results.
- Implemented a 10 Million SOUL (Solar Urja Lamp) Project, installing 100 IRESA (Integrated Renewable Energy and Sustainable Agriculture) biogas units across Maharashtra and Gujarat.
- Compiled an extensive database encompassing BAIF's initiatives in 60,000 villages, benefiting over 10 million individuals.
- Accomplished sustainable projects spanning waste management, renewable energy, and agricultural technology sectors.

Education



Indian Institute of Technology, Bombay

Masters of Technology (M.Tech), Technology and Development

2012 – 2014 (GPA 7.14)



Nagpur University

Bachelor of Engineering (BE), Mechanical Engineering

2006 – 2011 (Class 69.2%)

Skills

Search Engine Optimization (SEO) • SEO Copywriting • E-Commerce • Hospitality • Google Ads
• Python (Programming Language) • Human Resources (HR) • Fundraising Strategy Development •
Corporate Partnership Building • Market Research • Proposal Writing • Relationship Management •
Presentation and Negotiation • Time Management • Sustainability and Development

REFERENCES

Available upon request