

LT. COL. PAWAN S YADAV

Rare combination of Four C-level Blends

1. **Experience Blend:** Hands-on 14 years in Start-Ups, 16 in Government, 5 in US MNCs.
2. **Industry Blend:** ESG Rating & Bonds (SEBI accredited), Electronics, Defense, Telecom, IT, Government Regulatory Affairs (**SEBI, IFSCA, TRAI, TEC**).
3. **Functional Blend:** P&L, Sales, Marketing, Operations, Projects, Technology, Legal, HR.
4. **Governance:** Independent Assessor (ICMA registered) & Independent Director (certified by IICA, MCA, Government of India)

EDUCATION

1. **MDI, Gurgaon, India** (*amongst Top 5 'B' Schools of India*)
MBA – 2006 | Full-Time Residential PG Management (Marketing & Operations)
2. **Gold Medalist - B. Tech** (Electronics & Telecom)
JNU, Delhi – 1997 | CGPA: **8.93 out of 9**. Seven+ other medals & Trophies.
3. **M.Sc.** International Relations & Strategic Studies. Madras University. 2003.
4. **Certifications** Independent Director, ESG, Carbon Footprint, Electronic Warfare.

WORK EXPERIENCE

Switzerland based Nonprofit Organization | <https://buyfoodwithplastic.org/>
Independent Board Director (Aug 2025 onwards). Part-Time.

AI enabled Sustainability Automation SaaS Software | <https://zoeiesg.com/>
Director (Jul 2025 onwards) ESG Automation Suite. Part-Time. *Got 1st Sales - 4 Orders*

GlobeTrend Climate Impact Pvt. Ltd. | <https://www.climate-change.in/>
Director (Jul 2022 onwards). Self-Employed.
SEBI accredited for: ESG Rating & Independent Assessment of Social / Sustainability Bonds. Also, provide Advisory/ Consulting services – GHG/ Carbon Emission Assessment, ESG & Materiality Assessment/ Reporting, Sustainability Roadmap, BRSR, LCA (Life Cycle Assessment), CSR, CBAM, Carbon/ Plastic Credits. *Got 1st Sales – 5 Orders*

Future Tech Lancer | Technology Matchmaker Platform
Founder CEO (Oct 2018 – Jun 2022) | <https://www.futuretechlancer.com/>
One-Man Army: created Marketplace for Software Development in - AI/ML, Apps, IoT, AR, VR, Blockchain, Cloud, Robotics, Game, FinTech, Big Data Analytics & Science.

FireFly Networks | JV of Airtel & Vodafone
VP & Head Business Operations (Jan 2017 – Oct 2018)
Sales Operations, B2B Acquisition, RFP/ Bid Management, Contracts, Presales/ Solution designing. Gave 2.4X Growth within one year & successfully led Organizational Transformation from a 4-City Operation to 42+ Cities.

Reliance Jio | Largest Carrier/ Telco, India | <https://www.jio.com/>
Business Head (Jul 2014 – Sep 2016)
P&L Head, Sales Operations, Forecasting, Process Definition, B2B Acquisition, Technology selection, Presales/ Solution designing, RFP/ Bid Management, Product Management.

Ozone Networks
COO & CTO (Oct 2011 – Apr 2014) | National ISP - Largest Public WiFi Service Provider.

ReVerb Networks | USA OEM, Telecom Software products
Head Sales, Presales & Support (May 2010 – Sep 2011)
Got first Global test-bed for US Start-Up company, on live Telecom network.

Hughes | USA MNC, Satellite Communication products
Head Sales & Presales, SAARC countries (Nov 2006 – May 2010)
“Hunter Sales” for Enterprise/ B2B. Responsible for Budgeting, Revenue Assurance, Pricing, Deal structuring, Contracts, Negotiations, RFP/ Bid Management & Presales.

SIGNALS | Indian Army Lt. Col. (pre-mature retirement)
Head Operations & Projects, Telecom & IT (Dec 1990 - Nov 2006). Manpower & equipment planning & operations in diverse, difficult terrain and hostile conditions.



EXPERIENCE SUMMARY

Notable assignments

Director, Business Unit Head, COO, CTO, VP Operations, Consultant Abroad.

Led broad spectrum of Functions

P&L, Revenue Operations, Sales, Presales/ Solution designing, Marketing, Product Development, Operations, Projects, NOC, Technology Roadmap, Legal, HR & Admin.

Team size Led

400+ professionals from diverse functions, religion & cultural backgrounds.

SKILLS

1. P&L, Leadership & Strategy
2. ESG, Sustainability, Decarbonization
3. Governance & Stake Holder Mgmt.
4. Consultative & Solution selling
5. Costing, Pricing & Deal Structuring
6. Business Intelligence
7. Contracts & Negotiations
8. Value Chain optimization
9. Process Definition & Adherence
10. Product Development & Management
11. Bid/ RFP/ Tender Management

STRENGTHS

1. Inherent Techno-Commercial, Finance & Administrator acumen with steep learning curve.
2. Natural skill for Analysis of Data & problem resolution.
3. High Tolerance-for-ambiguity with an eye-for-details.
4. Meticulous, High perseverance & par excellence communication skills.

CONTACT

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