

## U T Rao

[rao@micamail.in](mailto:rao@micamail.in) , [utraomica@gmail.com](mailto:utraomica@gmail.com)

+91 9979777284

An entrepreneurship and start up enthusiasts, currently he is an Associate Professor at MICA & Chairperson of MICA Incubator. Having taken over the MICA Incubator operations, he build from scratch the Incubator operations to sync/work better with the new paradigms in venture & startup sector and building the startup ecosystem of tomorrow.

Has nearly 19 years of experience including 10 years as senior management/leadership role in the not for profit sector, specifically education and healthcare.

As a social entrepreneur, he co-founded Shrey Multi specialty for the urban poor & Shubham General Hospital for factory workers. As an early stage investor and mentor in start ups, he has invested in several early stage start ups namely e Swasthya Mediserve Pvt Ltd , Openfuel and few others . He is also on board of few private incubator like Innovify (Non Executive Director) and LEAF ( GLS University ) . He has also been advisory role at Yourstory and IMT Ghaziabad .

Loves to interact with today's youth and imparts training in Entrepreneurship & Finance courses across some of India's best educational institutions as well as internationally as visiting and guest faculty. In the last couple of years he has taught at the Haas School of Business, University of California Berkeley, IIT- Roorkee, , IIT- Gandhinagar , IMT Ghaziabad , National Institute of Design , DAIICT, MICA University Sains Malaysia , University of Waikato ( New Zealand). He is also a board member of TiE , Ahmedabad chapter and is very actively involved with the local startup community. Prof. Rao is also invited committee member in several central govt committees and state govt of Gujarat on promotion of entrepreneurship , innovation and incubation . He is also invited speaker at several forums and events on entrepreneurship in India including Tiecon, and Chintan Shivir (senior functionaries of Gujarat government )

He is widely recognized for his work for promotion on entrepreneurship in India and has also felicitated with awards and honors , to name a few

- Start up Gujarat – Stand Up Gujarat award by the honorable education minister , Govt of Gujarat for his contribution to start up Gujarat 2015
- Visionary incubation manager by the Indian STEP and Business Incubator Association 2014
- Pioneer Award by eChai Start up community 2015

He is currently a doctoral candidate at GLS University. He writes for newspapers and scholarly journals on entrepreneurship and currently he is doing a survey on entrepreneurship in technology institutes across India.

## PROFESSIONAL EXPERIENCE

*July 2011 onwards*

### **Associate Professor & Chairperson – MICA Incubator, MICA**

MICA ( The School of Ideas ) is an autonomous communication management institution. MICA ranks among the best and one of the most sought after business school in India.

- Chairperson – MICA Incubator (Communications Technology Based Business Incubator supported by Dept of Science and Technology , Govt of India and Nodal Institute for Startups of Gujarat Government )
- Advisor to Director on Finance and Human Resources , Chair , Infrastructure and Purchase Committee
- Teaching Business Finance , Management Accounting , New Venture Creation and Entrepreneurship , Starting a Start Up

### **Volunteer**

- Member , Governing Board of Indian STEP and Business Incubator Association(ISBA)
- Member , Governing Council , TiE , Ahmedabad
- Member Advisory Board and Non Executive Director , Innovify
- Mentor Board , Spinta Global Accelerator
- Mentor Board , LEAF ( GLS University Incubator)
- Mentor , GTU Innovation Council
- Mentor Board , Dialogue in the Dark
- Non Executive Director , eSwasthyaMediserve
- Non Executive Director , Openfuel Knowledge Foundation
- Co-founder , Shrey Multi Specialty Hospital and Shubham General Hospital

### **Invited Guest Faculty / Speaker ( 2011- 16 )**

- Haas School of Business ,University of California ,Berkeley
- Indian Institute of Technology (IIT), Roorkee
- Indian Institute of Technology (IIT) , Gandhinagar
- Institute of Management & Technology (IMT) , Ghaziabad
- National Institute of Design (NID), Ahmedabad
- Dhirubhai Ambani Institute of Information and Communication Technology (DAIICT)
- University of Waikato, New Zealand

*October 2006 to June 2011 (4 years and 9 months)*

## **Deputy Director and Head of Finance & Operations, (India& Bangladesh)**

**Sense International (India), Ahmedabad** (International division of Sense UK)

(World's leading organization working for deaf blind and multisensory impaired children in education and training)

### **Role and Responsibilities**

- **Strategic Review and Planning:**Lead in setting up of strategic plans, operational plans and budget. Oversee the development, implementation and monitoring of strategic and operational plans. Ensuring coherence of plans and budgets across the organization.
- **Financial Administration & Grant Management:**Effective management of organisational funds, managing income and expenditure. Produced & shared regular financial analysis and programme status reports and donor reports to the top management, board of trustees, donors and other stakeholders.
- Managed international/multilateral donor funded projects and maintained strong relationship with donors as well as partner NGO's,(net work of 41 partners across 20 states & several associations of parent bodies, teachers etc)
  - ✓ European commission funded project since December 2006 to March 2012
  - ✓ Department For International Development ( DFID,UK ) funded project in Bangladesh" since January 2008 and project NGOs Learning from Each other- India
  - ✓ Other Donor supported projects from USAID ,Tata Trust, Meghraj Foundation, CBM etc
- **Human Resources & Policy Development :**Developed , implemented , revised human resources policies & structures,appropriate staff development plans in consultation with the top management and board of trustees
- **Board Reporting:**Initiate and organise periodic meeting of the Board of Trustees.Provide, assisting with the preparation of agenda, collation of papers, taking and drafting of minutes and follow-up actions to deadline.
- **Liasoning with the Head Office (UK) :** Act as the point of contact between Sense UK and Sense International (India), develop and share monthly financial & operational report, coherence of strategic plans . Contributed to the global planning processes of Sense International (as led by Sense ,UK)

### **Key Achievements**

- ✓ I played a key role in the governance model transition of sense International (India) from a governing board model to a board of trustees.
- ✓ Build network and associations with the Government of India and various state governments for greater attention in terms of work , funds and policy
- ✓ Implemented new monitoring and evaluation process for partner NGO's
- ✓ Revised human resources policies and practices including staff handbook, compensation & benefits, operational procedures and practices

*Feb 2004 – Sept 2006 (2 years and 6 months)*

**Assistant Professor, Mudra Institute of Communications, Ahmedabad**

Mudra Institute of Communications, Ahmedabad (MICA) is an autonomous communication management institution. MICA ranks among the best and one of the most sought after management schools in India.

**Academic & Teaching**

- Teaching various courses in the Post Graduate Programs in Communication Management and various executive training programs and online programs through interactive learning
- Actively involved with the Entrepreneurships Development Centre advising students with business plan and venture incubation
- Conducted training for corporate such as Zee Telefilms', LIC Housing Finance Ltd etc.

**Academic Administration**

- Member of Academic Council (Senior Management Team) to assist the Director in the overall management of the institution, including planning, budgeting and reviewing.
- Set up comprehensive budgeting process for efficient and relevant budget documentation
- Member of Infrastructure development & policy document for presentation to the Governing Council on future of the institution

*July 2003 – Jan 2004*

**Asst. Professor, Kohinoor Business School, Khandala**

Teaching under graduate courses in the Sprott School of Business (Carleton University, Canada)  
India program

*January – June 2003*

**Lecturer, Institute for Environment and Management, Lucknow**

Teaching under graduate and post graduate courses in environment and management.

*June 2001 – Dec 2002*

**Trainer & Consultant, Invest India Economic Foundation, Ahmedabad**

Conducting investor education programmes in multiple cities across India

*Aug 1999 – May 2001*

**Academic Associate, Indian Institute of Management - Ahmedabad**

India Institution of Management - Ahmedabad (IIM-A) is India's premier management institute and a notable international school of management

*Courses assisted:* Strategy Formulation and Implementation, Legal Aspects of Business

*Courses attended:* Strategic Financial Management, Research Methodology

Support Faculty members in background research work, data collection and analysis.

## EDUCATION

### **Doctorate in Philosophy ( PhD) , Pursuing**

GLS University ,Ahmadabad

August 2015 Onwards

### **Post Graduate Certificate Course in Corporate Strategy**

Indian Institute of Technology, Bombay

January - June 2005

### **Master of Business Administration(Finance)**

Department Of Business Administration, Berhampur University, Orissa

July1996-August 1998

### **Bachelor of Commerce (Accountancy Honors)**

Berhampur University, Orissa

June1993-May 1996

**Languages:** Proficient: English, Hindi, Oriya,  
Comprehend: Bengali, Gujarati, Telugu