

Agnelo Miranda



FOUNDER & COO @ KAAM.COM | DISRUPTER, AND GIG ECONOMY EXPERT

Mumbai

“With over 25 years of experience leading and managing diverse organizational functions across multiple industries, I have built a strong expertise in business operations, start-up scaling, and turnaround management. Throughout my career, I have been responsible for P&L management in all organizations, from Durware (Nirlep) to my current role. My leadership has consistently driven growth, including taking ExpressIt to new heights with 100% month-on-month growth from 2009 to mid-2011. I have successfully streamlined business processes, optimised performance, and delivered mission-critical results across sectors including hospitality, e-commerce, logistics, and consumer goods. Currently, as the Founder & COO of Kaam.com, I am set to disrupt recruitment within the hospitality industry and plan to expand into other sectors by taking a vertical approach. We provide innovative solutions that create value for both employers and employees. I oversee the entire operations function—from establishing demand to curating supply—while facilitating various products and services in the on-demand job space. I also play a key role in product development and assist the CEO in driving the managed service vertical, supporting brands in digitising their operations through mobile app and website development, marketing strategies, and go-to-market plans. My expertise lies in optimising resources, finance raising, investor relationships and complete P&L management. I have a proven track record of building and managing lean teams to enhance efficiency, improve decision-making, and maintain strong control. My commitment is focused on creating a transparent, lateral organization that benefits all stakeholders through open and clear reporting structures. My ultimate goal is to position Kaam.com as the leading recruitment platform for the hospitality industry, with the vision of expanding into other sectors, both in India and globally.

01 THE WORK

Founder & COO, *Kaam.com*

AUG 2019 - PRESENT

— I'm Agnelo Miranda, one of the founding minds behind Kaam.com — India's first verticalised hiring platform for the hospitality sector, now rapidly expanding into retail, BPO, logistics, BFSI, and beyond.

02 EDUCATION

Post Graduate Diploma in Business Administration

Indian Institute of Management, Calcutta

Master of Business Administration - MBA (2 years)

National Institute of Business Management (NIBM) Global

Founder, Zedass Associates - Car Washing, Dark Kitchens for B2B service and Business Consulting NOV 2018 - PRESENT

- Disrupted the car dealership place by replacing traditional water washing with steam and dry wash at about 10 locations in Mumbai and growing with an average saving of 30K liters of water daily.

Chief Operating Officer, Refreshed Car Care (Revive Labs Private Limited) APR 2018 - OCT 2018

- Overall P&L responsibility, manage the On-demand, B2C business as well as the B2B verticals.

President Operations and Business Strategy, Antfarm APR 2013 - MAR 2018

- Mentored and lead teams in various AntFarm companies including Stulista.com, Revofit.com and Scootsy.

Vice President Operations, Rock.In Fashions NOV 2011 - APR 2013

- Lead operations and strategic direction with full responsibility for bottom-line factors, including long range planning, global product management and software development processes.

General Manager - Ecommerce and Special Projects, Expressit Logistic Worldwide Limited. MAR 2008 - OCT 2011

- Directed the regional and national sales team including national sales head, regional heads, quality manager and customer service head.

Dy. General Manager - Direct Channel, Hamilton Housewares Private Limited - India AUG 2005 - FEB 2008

- Was responsible to set up the B2C business channels. Was instrumental in developing their direct selling business both in the MLM as well as Modern Retail formats.

Regional Head, Modicare Ltd (KK Modi Group) MAR 2004 - JUL 2005

Engineer's certification
The University of Queensland

Master's degree
University of Mumbai

Diploma in Materials Management
Principal L N Welingkar Institute of Management Development and Research
L. N. Road, Opp. Matunga Gymkhana,
Matunga (Central) Mumbai 400 019

Bachelor's degree
University of Mumbai

Diploma
National Institute of Information Technology

Diploma of Education
University of Mumbai

03 SKILLS

Multitasking

Tender Management

Lead Generation

Processes Development

Product Strategy

Corporate Training

Performance Motivation

Employee Relations

Business Expansion

Client Relations

Last Mile

Board Presentations