

KRISHNA CHAITANYA RAO

2010 Reynolds Fellow

Robert F. Wagner School of Public Service

Master of Public Administration, May 2012

Public & Nonprofit Management & Policy



Krishna Chaitanya Rao is a Chemical engineer pursuing his Masters in Public Administration at NYU's Robert F. Wagner School of Public Service. He strongly believes in an enterprise approach for poverty alleviation. His mission is to alleviate poverty through social entrepreneurship. Krishna has extensive experience in providing small-scale decentralized modern energy solutions (particularly lighting, cooking and electricity) for the poor and has worked extensively in providing other infrastructure solutions in the areas of water, transport, telecommunication, and sanitation to alleviate poverty in Southern India. The majority of his work is focused on poverty alleviation and access to infrastructure for income generation activities.

Krishna's goal is to start a social investment fund in India whose focus is to create, nurture and invest in grassroots entrepreneurs who in turn provide infrastructure as a service to the poor. He was the first employee of S³IDF India (www.s3idf.org), a not-for-profit with the mission of providing infrastructure and related service to the poor in South India. He has been instrumental in its growth and has nurtured more than 50 entrepreneurs.

At S³IDF, Krishna has dealt with a wide range of pro-poor infrastructure projects such as electricity distribution management in rural areas, energy-efficient pumpset for irrigation for small holding farmers, hydropower for electrifying remote villages, solar lighting for rural households and small businesses, efficient cook stoves for rural households and slums, potable water for rural households, transportation and telecommunication in rural areas and productive end uses applications (e.g. flour mill, computerized embroidery unit, etc.) for income generation activities.

After working for 2 years at a software firm, Krishna made a career move to work in the energy and development sector. Apart from S³IDF, he has been involved with other social enterprises like SELCO Solar Light Pvt. Ltd., SEWA Bank and SEWA Mahila Housing Trust. At SELCO, Krishna provides financing and technical solutions for pro-poor solar lighting solutions. He has also been instrumental in starting an energy efficiency program initiative through an energy auditor approach in slums of Ahmedabad in partnership with SEWA Bank and SEWA Mahila Housing Trust. Krishna brings both technical and practical field expertise for nurturing sustainable projects involving energy services to the underprivileged.

KRISHNA CHAITANYA RAO

EMPLOYMENT HISTORY

Small Scale Sustainable Infrastructure Development Fund (S³IDF), Bangalore, India

Chief Operating Officer, Dec. 2006 – July 2010

- Led management team and managed annual budget of Rs 2 crores (\$400k)
- Developed a for-profit Business Plan model and sustainability metrics for the organization
- Developed more than 170 different pro-poor energy and infrastructure projects of investment of about Rs 3 crores (\$600k) that benefitted more than 50,000 people
- Managed funder relationship - Shell Foundation, Bluemoon fund, USAID and government agencies, and raised about \$1 million in grants for the program

Manager-India Operations, Jan. 2004 – Dec. 2006

- Created and supervised team of 6 to prove a new concept (Social Merchant Bank)
- Developed relationship with 10 different banks to finance pro-poor projects
- Created an NGO network to facilitate transactions across state of Karnataka, South India
- Designed organizational structure and procedures
- Designed projects such as electricity supply through small hydro generation, last mile electricity distribution management for increasing efficiency and electricity access to poor, potable water delivery and efficiency of pumpset and water usage by farmers

Project Manager, Dec. 2002 – 2003

- Developed portfolio and pipeline of projects on energy and infrastructure - solar and energy efficient lighting for street vendors and households, Biogas for cooking and electricity generation, transportation and telecommunication access in rural areas
- Executed viable business models for provision of energy and infrastructure service to poor
- Identifying entrepreneurs and training them to undertake business models

SELCO Solar Light Pvt. Ltd., Bangalore, India

Consultant, Sept. 2008 – July 2010

- Involved in conceptualization and implementation of energy auditing at slums of Ahmedabad with SEWA Bank and Mahila Housing Trust and involved in fundraising for the project
- Guiding Innovation team in project development for delivery of energy services to poor

Anand Enterprises (Anand Cables, Electronics and Solar System), Mangalore, India

Partner, Aug. 2002 – July 2010

- Advising in business and HR management and planning growth for the business
- Introducing new product ideas and designing product pricing

Juno Online Services Pvt Ltd (now United Online), Hyderabad, India

Member-Technical, July 2001 – Nov. 2002

- Development of the Email Backend for the WebMail product for Juno Users
- Defining Quality Assurance plan of the WebMail product
- Lead responsibility for migrating a million Juno Users from PoP email configuration to IMAP

Kudremukh Iron Ore Company Ltd, Mangalore, India

Internship, Jan. – Feb. 2001

- Understanding the process of pelletisation and operation process of the company

VOLUNTEER EXPERIENCE

Association of Chemical Engineers, Surathkal Chapter, Mangalore, India

Member, July 1998 – Mar. 2001

- Organizing events and seminars, managing chemical engineer's library

Action for India's Development, not-for-profit, Bangalore, India

Volunteer, Sept. – Dec. 2005

- Taking tuitions for slum children in Bangalore, India

SEWA MHT, not-for-profit, Ahmedabad, India

Volunteer, Oct. – Nov. 2007

- Assisting in revising their business plan, Ahmedabad, India

SELCO Solar Light Pvt. Ltd., a social enterprise, Bangalore, India

Volunteer, 1994 - Present

EDUCATION

New York University, Wagner School of Public Service, New York, NY

Candidate for Master of Public Administration, May 2012

Concentration: Public & Nonprofit Management & Policy

National Institute of Technology, Karnataka (formerly: Karnataka Regional Engineering College), Surathkal, Mangalore, India

Bachelor of Engineering, May 2001

Concentration: Chemical Engineering

DISTINCTIONS AND AFFILIATIONS

- NYU Reynolds Graduate Fellowship in Social Entrepreneurship, 2010
- Winner of intra-college music competition, mad ads and movie spoof, 2000
- Ranked 368 among over 100,000 students in engineering entrance examination, 1997
- President Award in Scouts, 1995

PUBLICATIONS/CERTIFICATIONS/PROFESSIONAL AFFILIATIONS

- *Rural Energy Services Provision in India* for Climate Works Foundation, November 2009
- *Believe in the Next Big Idea – investing in young entrepreneurs from low income groups in India*: TiE panel discussion, New York, moderated by Business Week, October 2008
- *Last Mile Feeder Franchise presentation* at Sustainable Development Network, World Bank, February 2008

ACTIVITIES

- Completed junior degree in Hindustani vocals
- Undertake regular trekking and traveling
- Organize events and tours on CouchSurfing (www.couchsurfing.com) and
- Investing in mutual funds and real estate

LANGUAGES

English (Fluent), Hindi (Fluent), Kannada – (Read and Speak)

TRAVEL

Entire Southern India, parts of Northern and Western India, North Eastern U.S. and Central Nepal