Mehul Jugran

Visionary Strategist Delivering Data-Driven Business Impact and Sustainable Growth.

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EXPERIENCE

Autumn Rooms — *Associate Director, Growth and Strategy*

APRIL '25- JULY '25

- Revamped the operational workflow for better intra-departmental communication and unity of direction.

- Established robust feedback mechanisms that promoted transparent performance evaluation and encouraged frugal innovation.

-Successfully increased the occupancy levels from 82 to 95% in a span of 2 months through focused marketing tactics.

- Formulated new GTM strategies to acquire new landlords and get competitive advantage.

- Created a new ancillary revenue stream for the business by pivoting away from the traditional business model.

- Onboarded 100+ landlords collaborated with 200+ agents and brokers across various countries expanding the business's market footprint.

YO Rooms — *Head of Operations*

AUGUST '24 - FEBRUARY '25

- Developed and executed a highly effective landlord onboarding strategy in collaboration with UK councils to boost portfolio growth.

- Designed and implemented a robust organisational framework for cadence across full time and contractual teams enhancing operational alignment.

- Achieved occupancy rates of 97% across all our properties assets across Leicester and Birmingham.
- Listed and managed all the properties on marketplaces like SpareRoom, OpenRent and Zoopla. Optimising visibility and tenant acquisition.

- Oversaw end to end business operations encompassing - sales, marketing, hiring, training, orientation driving cohesive and scalable growth.

- Created comprehensive multi- level training modules for improving new hire integration and workforce readiness.

AmberStudent — *International Expansions Manager*

JANUARY '23 - JULY '24

- Spearheaded amber's US Project, onboarding 30% of the entire USA's PBSA

SKILLS

Strategic Growth Leadership

Stakeholder Management

Market Expansion

Data Driven Decision Making

Revenue Growth Optimisation

Customer Retention and Acquisition

Communication

People Management

Upselling

Investments

GTM Development and execution

LANGUAGES

English

Hindi

German (Elementary)

French (Elementary)

Marathi

market showing market penetration and strategy execution..

- Played a key role with the Launch of amber connect, amber's Intelligence Dashboard.

- Collaborating closely with the sales team to build a robust pipeline ahead of launch in International markets.

- Cultivated and strengthened critical partnerships with key student accommodation providers driving business growth and market influence.

- Established a vast network of Industry specialists (5k +) and was Top voice on Linkedin in real estate (feature discontinued)

Protect Group, — *Business Development Manager, APAC*

OCTOBER 2021 - MAY 2022

- Drove growth in companies' client base across Asia, building valuable partnerships and driving enhanced performance and success.

- Signed major B2B deals with publicly listed companies in the accommodation segment.

- Organised and structured the fit out of an 11,000 sq.ft office space in Pune, India. Creating a world class environment that facilitated high performance and growth.

- Simultaneously, recruited and trained a team of 20 FTE's

- Drove exceptional revenue growth across Asia, outperforming all the other competing regions and delivered sustained success during my tenure.

- Promoted thrice in 9 months for consistent leadership and sustainable impact.

LiveLong Wealth, — *Senior Education Consultant (Part time)*

MAY 2022 - DECEMBER 2022

- Successfully acquired high-value clients for a prominent asset management company headquartered in India.

FundedNext, — *Proprietary Trader*

JANUARY 2018 - DECEMBER 2022

- Successfully trading $250k USD proprietary capital across diverse commodity and forex markets.

EDUCATION

Amity Global Business School, Pune — *BBA Finance*

2016 - 2019

Delhi Public School, Pune — *High School*

2014- 2016