

Sagar Kalra

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Education and Qualifications

2017-2020	M.M.K. College Mumbai, India	Bachelor of Commerce in Financial Markets (B.F.M)
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Work Experience

Feb-24 – Present

Freelance Consulting

World Economic Forum (One-Year Engagement) Mumbai, India
Consultant – Maharashtra Plastic Action Partnership (M-PAP)

- Led cross-sector collaboration with 100+ stakeholders to develop Maharashtra's 2040 Plastic Action Roadmap (MPAP) targeting 47% circularity, liaised with WEF Geneva, Govt. of Maharashtra, and KPMG.
- Launched M-PAP's digital presence, generating 28,000+ impressions in 6 months through a strategic minimal content plan.
- Supported editorial team in drafting the recently launched 2040 Maharashtra Plastic Action Roadmap integrating feedback from the State Government and synthesizing 6+ global and local case studies to inform actionable policy recommendations.

The Blended Finance Company (Six-month engagement) Mumbai, India
Consultant – Communications Lead

- Designed and launched The Blended Finance Exchange, leading to a high-impact industry mixer attended by 30+ senior leaders.
- Led thought leadership initiatives, including editing the first 2 blogs for The Blended Finance Insights and produced 6 episodes of the Blended Finance Podcast featuring Harry Davis, Cenairth, Emily Gustafsson-Wright, The Brookings Institution, more, and, spearheaded digital campaigns on LinkedIn, such as UnBlendingFinance, which achieved a median traction of 1,500 impressions per post.
- Developed the branding and marketing plan for TBFC ASPRYE - A 10 Mn USD Skill Loan Facility based on income share agreements designed to provide financial capital to equip 100000+ young people from low income households to develop in-demand skills to access aspirational jobs by 2030.

Grameen Capital (Four-month engagement)
Consultant – Investor Relations

Mumbai, India

- Organised 10+ meetings for the CEO with the purpose to raise a SDG focused debt fund resulting in a confidential development.

Sept-21 – Jan-24

Impact Investors Council

Mumbai, India

Sr. Associate – Comms & Investor Relations

- Spearheaded flagship knowledge initiatives for India's impact investing ecosystem, including the Angel Impact Investing Course, 10+ Blended Finance Masterclasses with a cumulative viewership of 3000, Impact Investing Daily News Feed for 6 months, 150+ Blended Finance Deal Database, and 2500+ deal database of equity impact investments.
- Curated 3 newsletters on the topics of impact investing, blended finance and climate finance reaching 80000+ views cumulatively over a period of a year.
- Led planning and execution for Prabhav 2022, India's largest impact investing summit gathering 700+ attendees, organised investor roundtables at the behest of Rockefeller Foundation, British International Investment and Omidyar Network, two social enterprise roadshows for 20+ limited partners to 15+ thematic roundtables engaging 2000+ industry stakeholders.

- Supported business development bringing in 2 members worth 1200 USD membership fees and maintained relations with 60+ member base retaining 95% of member base across two years.
- Led all digital platforms resulting in 26000+ email database with a 52% open rate, grew LinkedIn following from 2000 to ~14000 and set up basic branding and analytics to improve our marketing efforts.

May-20 – July-21

AIESEC in Singapore

Remote, Singapore

Country Marketing Director

- Managed crisis communication during COVID-19 for 4 local branches and national products ensuring compliance with dynamic government policies and safeguarding stakeholders.
- Ideated and executed 7+ new youth skilling products and events that engaged 1600+ youth across ASEAN, in collaboration with UBS, Google, ShopBack, more.
- Organised and Executed International Train the Marketers to build Functional Capacity of 300+ young people from Singapore, Cambodia, Philippines, Nepal, Pakistan, Thailand, Mainland of China, Malaysia and India.
- Organised and Executed National Leadership Development Congress to develop skills of 60+ members of AIESEC in Singapore.
- Completed a major change management project to shut down 4 local social media handles resulting in the growth of the national social media handle by ~600 followers in a year.

Additional Information

Interests:

Active volunteer in impact-focused communities including One Young World, Climate Reality Leaders, Global Shapers, Young India Climate Community, YOUNGO (UNFCCC Youth Affiliate), AIESEC, India Youth Climate Network, Major Group for Children and Youth (UNEP Youth Affiliate), and UNLEASH. Engaged in mixed martial arts (8 months), avid reader (read 24 books in 2023) and public speaking ([list of engagements](#))

Achievements:

Project Lead for the EcoEverAfter (tackling waste generated by desi weddings) - received a grant by WEF of 3000 USD; Project Lead for ClimateConnect (Cohort based program to help individuals lead green careers) - featured by Deloitte; Global Shapers (World Economic Forum's Youth Community) – Mumbai Chapter Lead; UNLEASH India Hackathon Host; Children & Youth Pavilion Co-ordinator at COP29 which conducted 89 sessions includ. 17 high-level sessions organised across two weeks, 100k impressions along with 15 media features; Led YOUNGO's 15 strong Media Team for three UN Climate Change Conferences (COP28, SB60, COP29) generating 2 Mn impressions through daily live news broadcasts, social media and newsletter releases; Contributor to the G20 Brasil Start-Up Communique; Sourced 17 speakers and oversaw delivery of 12 hours of content of AIESEC's 24-hour virtual Global Leadership Day

Represented educational institutions in Cricket, Handball, Water Polo (U-18 district gold medal)

Nationality: Indian | Languages: English (Fluent), Hindi (Fluent)