



Mr. Ishan Singh, Founder & CEO, RevStart



Ishan Singh is the MD and CEO of RevStart, a Chapter 8 a company dedicated to creating a nurturing and supportive ecosystem for emerging ventures, by providing quality Co-Working, Incubation, and Acceleration services. A hands-on entrepreneur with over 20 years of experience, Ishan works directly with start-ups as an advisor, mentor, board member & investor.

After completing his schooling from Modern School Delhi and Sherwood College, Nainital, Ishan went on to pursue BA from St. Stephens College. To further broaden his horizons, Ishan pursued MBA from University of Manchester, UK, which included an MBA exchange program with Kelly School of Business, University of Indiana (USA). Ishan's thirst for knowledge saw him undertake diverse courses from IBM, Microsoft, as well as Human Factor International. He also holds a certificate in Information Technology Management from NYU (2001) and has attended executive education at Harvard Business School.

Ishan first tasted entrepreneurship as a high school student who sold Cable TV connections door to door. In college, he was an active investor in the primary stock market. During his MBA, he spent every break interning with clients like Virgin Cola, Littlewoods UK and Reckitt & Coleman UK where he researched and produced ground breaking analysis for accelerated growth of various categories.

In 1997, he moved to New York, where he worked with AXA Advisors, running his own advisory business, here was awarded the "Rookie of the Year - No. 1 sales person in New York in 1997". Realising the inefficiencies of the retail brokerage market, In 1998, he started iTech Global a fintech firm that closed \$2 million in revenue in its very first year of business. In 1998, he invested \$100,000 in eRSVP.com, an internet based ticketing and events platform and as interim CEO helped them \$1 million in funding.

Post 9/11, Ishan merged iTech Global with MindTeck, a Taib Bank promoted IT firm, and returned to India to start www.outsourcetointia.com, an outsourcing advisory firm. During a vendor assessment, he met the team at WNS and they motivated him to join them as their Marketing Head. Ishan delivered on transforming WNS from a back office of British Airways to a 3rd party provider of BPO services which grew from 800 to 12,000 employees in 4 years and listed on the NYSE in 2006 with a \$2 billion market cap.

Ishan left WNS in 2005 to focus on his businesses in the real estate sector – now a portfolio of 500,000 sq. ft. of commercial offices space and a 25-acre IT SEZ – this sector has given him a 30x return on 10 years.



Getting back to tech in 2015, Ishan has since invested in 10 start-ups, with 3 successful exits and 4 follow up investments. In the process of broadening his understanding of the sector, he has led investment with the 3 major networks- Indian Angel Network, Mumbai Angels and Let's Venture and has also co-invested with CII at IIM-A. He was also a partner at India's leading provider of co-working spaces.

In late 2017, Ishan has decided to consolidate his activities under one roof, forming RevStart Incubation Center as a co-working space, offering incubation and acceleration programs for start-ups & SME's. RevStart's motto is "#RevItUp" and its focus is on being a growth catalyst. RevStart's goal is to invest INR 100 crores in the next 5 years and create at least one company that will be valued at over 1000 Cr. Furthermore, Ishan will launch two more co-working locations in Delhi NCR in the next year.

Ishan has travelled to over 60 countries and has a food blog. He is a certified scuba diver and enjoys football and badminton. In addition to nurturing the young, aspiring ventures at RevStart, Ishan also supports BPL children's education and promotes sustainable development.