

A TEAM BUILDING EXPERT

By Rohit Koshy - BANGALORE, Published: 14th April 2014 06:00 AM



Beas Dev Ralhan is a serial entrepreneur with a passion for technology-backed businesses. He currently leads a talented team as CEO of Next Education, one of the top three digital education companies in India, with installations a presence in over 6,000 schools, impacting more than six million students. Based in Hyderabad, the company has created innovative products that make the processes of teaching and learning easy, engaging, and effective, with products like TeachNext, LearnNext, MathsLab, ScienceLab, RoboticsLab and EnglishLab, which are mapped to the syllabi of CBSE, ICSE and 23 State boards, in eight major Indian languages.

Born and brought up in Hoshiarpur, Punjab, Ralhan is an MSc graduate from IIT-Bombay and an MBA from London Business School, UK. He started his career with a security and internet gateway solutions start-up and later became a technology consultant with Infosys in the US. He then worked on an internet cash card firm and a peer-to-peer betting site, before joining gambling software company PartyGaming, where he grew to be head of research. "The corporate world has taught me to value professionalism. I prefer to hire people with dreams and aspirations backed by talent rather than degrees from IITs or IIMs and a sense of entitlement. Betting on the underdogs who understand their responsibility is way better than simply hiring people who may have the necessary skills," explains Ralhan on team building.

Ralhan teamed up with some of his colleagues and started Next Education in 2007, to leverage technology and build affordable and easy-to-use quality products for schools that are affordable and easy to use. Ralhan says it has been a challenge to get customers to pay for quality and to differentiate their offering from the run-of-the-mill options available. Next Education has been ranked among the '25 Best E-Learning Companies' at the Global E-Learning Awards conducted by World Education Congress, 2013. Next Education currently employs over 1,400 staff and have has an annual turnover of ` 150 crore.

Having played cricket all his life, he has recently developed an interest in football. "Sports teach the importance of being a team player and thinking on the spot. It has instilled in me the right skills to rally teams in the corporate world." He believes that one should stop dreaming big if they are not interested in taking risks in life, and advises entrepreneurs to always take charge of their ventures, because ideas count for nothing and execution is the key.

Source:

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