

Biryani by Kilo

DEVELOPING MANAGERS AT A
HYPER-GROWTH STARTUP



CLIENT NEED

Our client, an India-based Quick Service Restaurant, a hyper-growth startup, came to us sharing that the managers who had grown internally were not changing their mindset from being individual contributors or area managers to becoming leaders. They wanted to promote a percentage of managers from the group of 25 to regional managers.

OUR SOLUTION

We designed a 2-day experiential workshop and a series of webinars for the 25 managers to lead to an expansion in their will to lead and give them the mindset to help them define their leadership style.

The client hired us again in 2022 to train its brick and mortar restaurant staff.



The workshop that Utkarsh led for us was very well crafted, entertaining and flexible to meet our needs. The topics were well planned, balanced and tailored to our specific situation. Friendly, confident presentation, was simple to understand.

Pankaj Dubey, Vice President, Training and Development, Biryani by Kilo

100%

of the managers were 'Extremely Satisfied' with the learning design

30%

managers were promoted to the post of Regional Manager within 3-months of the journey