

QuantumPhase Technology Pvt.Ltd.

Dr. Sujay Arvind Bhalchandra

QuantumPhase | Scinovate | SciCHEM

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22+ yrs exp. in Corporate Industry | Business Consultancy | Deep Tech | Automotive | Ph.D.– Management Science | Ex-Mahindra & Mahindra Ltd., Tata Motors Ltd., Bajaj Auto Ltd., Toyota.

Professional Expertise

Dealer / Channel Sales | Business Finance | International Business | New Business Development | Business Planning & Strategy | Business Consultancy

Professional Experience

Co-Founder & CEO

QuantumPhase Technology Pvt. Ltd.

April 2025 – Present | Pune

- Building a Deeptech Startup that advances and accelerates innovative Quantum Technologies and Solutions.
- Design scalable quantum platforms and develop spin-off technologies for complex real-world challenges across key industries like Life Sciences, Oil & Gas, Transportation, Space and Defence.

Director

Scinovate Technologies Pvt. Ltd.

Jan 2024 – Present | Pune | Mumbai | Delhi

- Founded an automotive analytics and consulting firm focused on improving decision-making for OEMs, dealers, insurers, financiers, and component manufacturers.
- Leveraging two decades of automotive industry expertise to develop data-driven solutions for ecosystem stakeholders.

Non-Executive Director

SciCHEM Innovations Pvt. Ltd.

May 2024 – Present | Pune

- Scientific startup incubated at AIC-SEED, IISER Pune.
- Working on patented technology CISTeR (Cut-Insert-Stitch Editing Reaction) for chemical editing of carbohydrates. Focus on solutions addressing Antimicrobial Resistance (AMR) and advanced medicinal chemistry applications.

Business Head

Impactware Technology Solutions

Nov 2022 – Feb 2024 | Pune

- C-Suite leadership role responsible for P&L and overall business strategy.



QuantumPhase Technology Pvt.Ltd.

- Led Sales, Marketing, Channel, After-Sales, Quality, and Production functions. •
- Built a strategic roadmap for EV charging infrastructure growth.

Mahindra & Mahindra Ltd Business Planning & Strategy

Aug 2013 – Nov 2022 | Pune, Mumbai

- Worked across various divisions like CE, Powerol handling Network, Retail Finance, Exports and Strategy.
- Led strategic initiatives and cross-functional programs.
- Developed EV charging infrastructure strategy and home installation ecosystem. • Explored adjacent growth opportunities, including solar rooftop, smart energy solutions, and CNG retro fitment.
- Drove insights on industry trends, financing models, and global opportunities.

Tata Motors Ltd. Passenger Car Division Manager – Dealer Development / Marketing Services

2008 – 2013 | Mumbai | Lucknow

- Managed dealer network expansion and corporate identity implementation across India. •
- Part of the Tata-Fiat joint venture project establishing a dealer network for Fiat operations. •
- Supported rollout of 165 Tata Nano exclusive outlets nationwide.

Bajaj Auto Ltd Assistant Sales Manager – Premium Bikes

2006 – 2008 | Pune

- Managed premium bike channel Bajaj Probiking outlets.
- Developed experience-center model for high-end motorcycles like Pulsar 220 and Avenger.

Education

PhD (Management Science)

SRTM University | 2021 – 2025

MBA – Marketing

University of Mumbai | 2001 – 2003

Research Publications

1. Importance–Satisfaction Matrix Analysis (ISMA) for the Factors Influencing Automobile Dealer Satisfaction

S. Bhalchandra, N. D. Shinde



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2. An Exploratory Study of Factors Influencing Manufacturer–Dealer Relationship in the Indian Automobile Industry

S. Bhalchandra, N. D. Shinde

The Scientific Temper, 15(02), 2299-2303 (2024)

3. Impact of Dealer Profitability on Dealer Satisfaction: Context of the Indian Automobile Industry

S. A. Bhalchandra

International Journal of Science and Research Archive, 12, 286–292 (2024)

4. Role of Retail Channel Management Strategy – In the context of Indian Automobile Dealership Satisfaction

S. Bhalchandra, N. D. Shinde

International Journal of Engineering and Management Research