



CHANDRA MISHRA

Sharpshooter
DISC Type : DC

Founder & CEO at Beggars Corporation
Varanasi, Uttar Pradesh, India

Overview

Chandra Mishra is a social entrepreneur and the Founder & CEO of Beggars Corporation, a for-profit enterprise aimed at making India begging-free. A former journalist, he developed the #Employonomics model, which transforms charitable donations into impact investments to turn beggars into entrepreneurs. He has advised multiple state governments in India on employment policy.

Deeply driven by his mission, Chandra relocated to Varanasi to dedicate himself to social change. His personal philosophy is reflected in his self-description as a "Lifelong Student at School of Life." In his past, he has also expressed himself through creative writing as a poet.

Unique fact: His company, Beggars Corporation, is structured to provide financial returns to investors while creating sustainable livelihoods for the marginalized.

Personality Overview

Fast But Analytical

Rigorous & Demanding

ROI Driven

They are very proud of what they do. They like to act fast and expect others to do the same. They are not focused on building rapport and relationships.

Topics They Care About

Social Entrepreneurship

He founded Beggars Corporation as a for-profit social enterprise, focusing on creating sustainable business models to solve societal problems rather than relying on charity.

Impact Investing

His core model involves converting donations into investments that empower individuals and provide a financial return to mentors, creating a self-sustaining cycle of empowerment.

Employment Policy

He coined the term #Employonomics and has worked with several state governments in India to design and implement result-oriented employment policies.

Poverty Alleviation

His primary mission is to eradicate begging in India by providing individuals with dignity, skills, and the opportunity to become wealth creators and owners.

Citizen Journalism

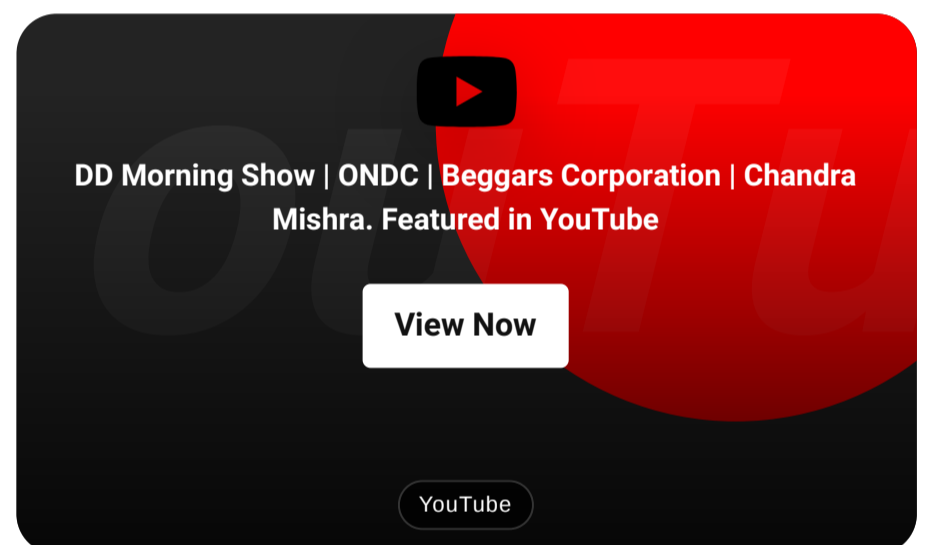
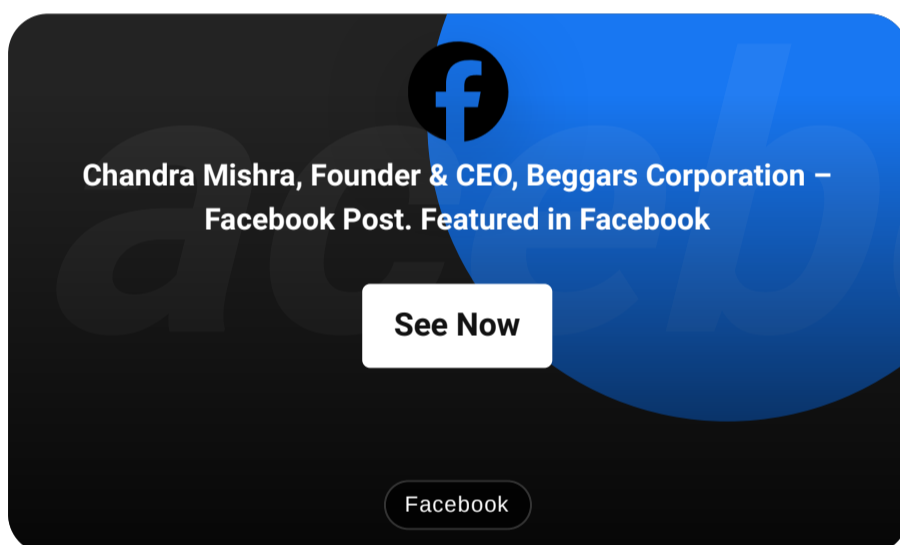
In his previous career, he was a pioneer of People's (Citizen) Journalism, empowering ordinary citizens to report on and shape the news.

Creative Writing

[Predicted] Based on his profile indicating he was once a poet, suggesting a personal interest in creative and literary expression.



Media Appearances



Work History

- 8-2022
Founder & CEO at Beggars Corporation
- 6-2021
Founder & CEO at Mission Unemployment-Free Varanasi
- 7-2007
Managing Trustee at The Commonman Trust
- 6-2005 - 4-2006
Founding Member at High Power State Employment Mission, Government of Odisha
- 10-1995 - 7-2012
Editor at AROMV (Agenda for Reinforcement of Ordinary Man's Voice)

Education

- Lifelong Student from School of Life

More Information

Social Presence :



Prographics :

Exp : 29 Location : Varanasi, Uttar Pradesh, India Job Level : Leadership

Designation : Founder & CEO at Beggars Corporation

Insights For Selling To Chandra

👉 During A Call Or A Meeting

DO's

- Get to the point quickly instead of spending time doing small talk
- Hold your ground without indulging in one-upmanship
- Make sure that you circle back fast on any action items, it wins their trust

DONT's

- Do not back off when challenged, respond with a confident, objective answer instead
- Do not hesitate from asking counter questions, just avoid challenging their authority
- Avoid being a storyteller and don't try to oversell

👉 When Cold Calling

Insights

Pattern Interrupt: Confident style, with a mix of informality and formality gets their attention.

Pace: Speak slightly fast. Sound like a 'gets shit done' person.

Tone: Do not sound too eager, as if you have met a friend suddenly after a long time. Keep the tone calm but confident.

Tactics To Win: Strong words, focus on results, respectful confidence

Mistakes To Avoid: Apologizing, nervousness, information overload, social proof

Making The Ask: Confidently, ask for 10-15 minutes. Allude to the results and outcomes that are possible. They care about the ends more than the means.

Subconscious Driver: Results and outcomes are what matter to them. Any credible shot at getting results will appeal to them quickly.

Script

Greeting: Chandra, this is [user_fname] at [user_companynamewordstwowords].

Opener: In 30 seconds if I could share how 100% of your sellers could kick ass this year, can I go for it?

Introduction: We have built an AI that predicts exactly what would matter to your buyer before you even meet them.

Ask: Can I put 15 minutes on your calendar to show you how this changes outcomes for you?

Close: [time1] on [date1] sounds good? Or would you prefer [time2] on [date2]? And [prospect_email] works well?

👉 When Writing An Email

Subject: To the point, measured

Example: Will this work?', '6.2% revenue impact' etc.

Salutation: No

Example: Skip 'Hi', 'Hey' etc., use only the first name

Greeting: No

Example: Skip usual lines like 'I hope you are doing well'

Emojis/GIFs:

Bullet Points: Could use

Closing Line: Clearly state your ask

Example: Something like 'Can we get on a call tomorrow at 1100 hours and finalize this?'

Complimentary Close: None or standard

Example: Something simple like 'Thanks', 'Regards', or nothing at all.

Tone of Words: Confident, direct

Overall Messaging: Focused on measurable results

Length of Mail: Very Short

Example: Less than 100 words

👉 While Negotiating & Closing

The secret to closing fast with Chandra is

- *Conviction around the impact matters the most to them, followed by a sense of achievement and ROI.*

Will you ever get a clear answer from Chandra

- *If they are not convinced, they will say no without any hesitation.*

Insights For Deal Planning

How Fast (Or Slow) Will Chandra Move?

- *They can take decisions very fast if you manage to convince them.*

Can Chandra Take Some Risk Or Not?

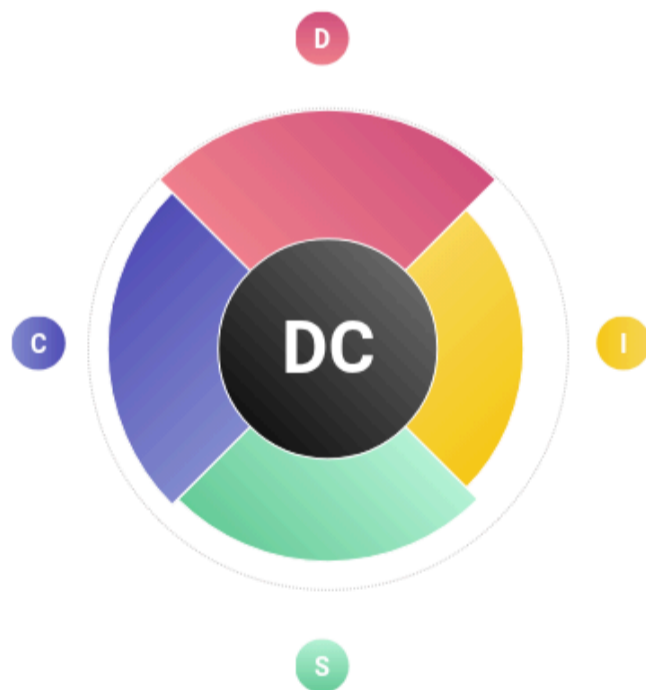
- *The risks don't matter much to them.*

You And Chandra

Personality Compatibility

Not enough data to show compatibility comparison

DISC Profile : Chandra's Key Traits



DOMINANCE

Dominance(D) reflects how goal and task oriented a person is and her ability to accomplish results, irrespective of how demanding the circumstances might be. Those scoring high tend to be motivated by winning, competition and success and can be described as direct, demanding and strong willed.

CALCULATIVENESS

Calculativeness(C) reflects the degree to which a person is likely to be cautious, systematic and analytical. Those scoring high tend to emphasise quality and accuracy, enjoy showing off their expertise or challenging assumptions but can sometimes overanalyze things and be overcritical.