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BizXL founder says Rochester offers what firm needs

By: Kevin Oklobzija © May 15, 2018



Deputy Mayor Cedric Alexander, left, with BizXL Solutions Inc. founder Chander Sharma, center, and BizXL managing partner Subhas Mukhopadkyay at Monday's news conference.

The founder of a Toronto-based management consulting firm said the Rochester area has a wealth of talented professionals, which is why BizXL is opening its U.S. headquarters here.

Chander Sharma, founder of BizXL, and managing partner Subhas Mukhopadkyay officially announced the arrival of the firm at a Monday afternoon news conference, when city and economic leaders welcomed them to town.

"Rochester has the talent that we're looking for, people with the ability and drive to perform at a high level," Sharma said.

BizXL strives to leverage industry knowledge and perspectives to create an approach to success within changing business environments. The company believes Rochester has the proper talent pool to fill "well-paying" positions. The first two hires have been made, and Sharma expects 41 more over the next "three to five years."

The start-up of BizXL in Rochester has a lot to do with the Empire State Development, which will use the Excelsior Jobs Program to provide up to \$700,000 in tax credits.

"There are a lot of ex-Xerox executives, a lot of ex-Kodak executives that can be groomed with our methodology to take our management positions," he said. "We looked at New Jersey, we looked at Pennsylvania. Rochester also has a lot of colleges, so if we are looking at some fresh MBA graduates that can support the management professional this can be a great opportunity."



BizXL was founded in December 2008 and uses what it calls the Total Business Excellence approach to "achieving sustainable competitive advantage."

"We're helping them make themselves more relevant in changing times," Sharma said.

The firm will focus its immediate work on companies in New York, New Jersey and Pennsylvania, but eventually hopes to have a national reach.

NextCorps, formerly High Tech Rochester, has been a big part of the city's business development but supporting firms such as BizXL "can have the same effect on downtown Rochester," said Vinnie Esposito, regional director for Finger Lakes Empire State Development.

"We're very proud any time a company comes into downtown Rochester," Deputy Mayor Cedric Alexander said.

koklobzija@bridgetowermedia.com/(585) 653-4020

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