

Summary

- ▲ **Management Consultant, Professional Trainer & Executive Coach** with comprehensive experience across a wide spectrum of Management Functions and Business Domains
- ▲ Mentors executives, professionals and entrepreneurs across various verticals and has a rich experience in consistently building high performance teams for 17+ years
- ▲ Areas of expertise include - Business Planning, Strategy & Execution, Human Resources (Hiring, Talent Management, Performance Management), Learning & Development, Software Technology Implementations, Operational Excellence, Project Management and Risk Advisory
- ▲ Recent consulting assignments include: Corporate Strategy, Business Planning, Sales & Marketing Strategies/Tactics, Profit Maximization Programs (Lean Principles), Business Process Engineering, Career Transition Coaching
- ▲ Conducts Trainings/Workshops for Entrepreneurs and Senior Management to help set-up systems & strategies to maximize profits & revenues
- ▲ Conceptualized and implemented a '*Change Management Framework*' for Organizational Transformation. Designed the '*Co-Creation*' Workshop Model which is at the heart of 'Coaching Skills' workshops and other Organizational Development Programs
- ▲ Designed and delivered pioneering workshops like "Career-Visioning", "Self-Discovery" and "Self-Mastery" to help professionals enhance their productivity by aligning their personal goals with professional goals
- ▲ Brands worked for include American Express, Tata Motors, Bharat Petroleum, Infosys, Siemens, NIIT, Headstrong, Mahindra & Mahindra and many Small & Medium Enterprises (SMEs)

Areas of Expertise

- ▲ **Business Coaching:** Coaching Senior Management & Entrepreneurs, Building High Performance Teams, Design & Implementation of Coaching-Based Performance Management Systems, Talent Management, Career Transition/Executive Coaching
- ▲ **Strategy Consulting:** Sales & Marketing, Balanced Scorecard, Organizational Bottlenecks (Theory of Constraints), Business Process Re-engineering, Risk Advisory, Change Management, Organizational Transformation
- ▲ **Training Programs:** Personal Effectiveness, Coaching & Mentoring Skills, Presentation Skills, Customer Service Excellence, Institutional Sales, Work Life Balance, Induction Programs, Creativity & Problem Solving, Interviewing Skills
- ▲ **Technology Consulting:** Project Management, Requirements Engineering, Quality Management, Enterprise Resource Planning, Supply Chain Management, Customer Relationship Management

Education & Training

- ▲ MBA (Finance), 1997, Newport University South Asia Chapter, Bangalore, India
- ▲ Project Management Plus with NLP, Jan 2001, QAI, New Delhi
- ▲ Project Management, May 2000, InPuls Solutions AG, Zug, Switzerland
- ▲ Business Process Modeling, Aug 1999, Informing AG, Stans, Switzerland
- ▲ Unified Modeling Language, Dec 2000, Ilinc (JK Informatics Ltd.), New Delhi
- ▲ Advanced Diploma in Systems Management, 1994, NIIT, Mumbai, India