



TrainingCentral

Profile – Domain Expert DE0581

Qualifications

PGDBM (*Finance, Marketing*) - XLRI
BE (Hons)

Organisations Worked for

NeoSynapses
Pragati Leadership
Citibank
Tata Motors

Base Location:

Mumbai

#Years of Experience:

31

Segment

Behavioural

Sub-Segment:

Leadership Training, Executive Coach, Business Transformation Facilitator, Executive Leadership, Enhancing Managerial and Leadership Effectiveness, Strategic Thinking and Decision Making, Leading and Navigating Change, Executive Presence, High Impact Influencing, Negotiations, Presentations, and Storytelling Skills, Leveraging Conflict and Difficult Conversations for Success, **Building Inspired, Motivated, and High Performance Teams**, Consultative Selling and Engaging the C-Suite / CXOs , **Creating and Cascading a Culture of Creativity and Innovation**, Critical, Analytical, and Creative Thinking, Building Personal and Business Resilience, Execution Excellence, Feedback and Performance Conversations for Positive Outcomes, Bonding for Greatness, Enjoying Challenges and Achieving Results Together, Building Commercial & Financial Acumen

Key highlights of your career

- *31 years of which 19 years in the Corporate Sector (Manufacturing and Financial Services) and 12 years as an Executive Coach & Facilitator*
- *Facilitated workshops and coachings at mid-to- senior levels for over 100 corporates and institutions across a diverse set of industries.*
- *Last Position Held: Managing Director and Sales, Head, Treasury & Trade solutions, Citibank, India*
- *Certifications: Strengthscope® | Executive Coaching (People Unlimited) | and Facilitation Skills (Rubicon Learning Systems)*
- *Author of 3 Books (2 published by Penguin India), Trivia Collector, Passionate Traveller*
- *I have been impacted and shaped as a person by a large number of experiences and concepts. Here are a few:*
- *In my second innings, after a life-changing medical situation made me rethink my deep interests and my personal values, I decided to devote my life to helping others become the best version of themselves. I try to bridge the gap between their potential and current performance by offering a compelling concoction of concepts that can help refine and redefine mindsets and equipping them with the right skills and competencies. I leverage understanding of neuroscience (marrying a doctor has its advantages), organisational behaviour, human psychology, and my experience as a business and people leader to help people with knowledge, competencies, and mindset shifts. I also use my love for Experiential Education*



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to deeply embed new skills and competencies in people, and help in continued practice for these skills for them to become a part of our muscle memory.

Description of roles and responsibilities held over the years *(Last 10 years of the employed career)*

Organization : Citibank

Designation : Managing Director and Sales, Head, Treasury & Trade solutions

Period : May 1996 to Jul, 2013