

## PROFILE

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### Background:

For 23 years now, I am in a business environment, which requires pan-India travelling; and competencies like Communication & Networking Skills, Emotional Intelligence, Decisive Attitude, Adaptive Persona, Empathetic Approach and Intrinsic Motivation; to be able to perform optimally and achieve desired results & goals.

With a yearning for self-actualization, I journeyed into education and training profession; transforming myself into a coach & facilitator. To structurally grow in this venture I enterpreneuried an institute, **iideas**, with the concept of leadership-schooling; catering to the needs of corporate executives as well as student community.

Over a period of time, '**iideas**' has evolved with diversified management services portfolios like:

- **Training:** Leadership Facilitation, Life Skills Coaching and Management Training.
- **Consultancy:** Business Development, HR Management Processes & Systems, TQM – Lean Management, Six Sigma, 7S
- **Continuing Education:** Diploma programs in management for graduate students & working executives

### Objective:

Mentor and nurture the youth to perform efficiently & effectively; and learn to transform oneself into a productive human resource by delivering excellence as outcome of their karma.

### Vocational Background:

#### "iideas" - Education and Training Exposure

- In 2007, incubated a management & leadership training institute by the name and style of "iideas", with the purpose of imparting quality education & training; and thereby contributing to the society
- Successfully created a team of experienced and seasoned professionals to imbibe the participants, which included professionals and students, with leadership qualities and values-based-attitude
- **Proliferated the institute's expertise to corporate segment by imparting training in 'Competency-Development' & 'Capability-Building' to executives**
- **Diversified institute's functional area to "HR systems & processes" consultancy & people management for MSMEs**

#### Roles and Responsibilities:

- Conduct professional & personal skills enhancement workshops at iideas, for working executives and students, on various 'Life-Skills' and other MDPs
- Conduct onsite training programs for senior & mid-level executives of various corporate
- Directing strategic-management, systems-development and operations-improvisation for the institute
- Propelling and steering the growth of the institute towards values-guided goals

#### Business Venture – "Allied Distributors"

Serving as a partner to an entrepreneurial venture started in 2012, by the name and style of "Allied Distributors", with a vision of proliferating alternate & renewable sources of energy, especially from solar source. We are also associated with 'Electrotherm (India) Ltd.' and 'Waree Energies Ltd.' for distribution of its solar energy powered water heaters.

#### Roles and Responsibilities:

- Co-direct & monitor the growth, as per strategic plans and mission
- Extensive interaction with large & medium scale industrial units on business concept
- Creating & managing the dealer network to serve the needs of domestic sector & retail business.

## Business Venture – “Rajendra Polymer Industries”

Owned and managed the business of manufacturing plastic-products since 1991, till the year 2012. It required extensive pan-India touring, as a part of business expansion strategy; appointing, managing and effectively evaluating dealership and distributorship network, in line with the business requirement & plan. This exposure helped me gain wider and deeper perspectives into diverse and dynamic traits of life.

### Training and Development:

All aspects and components of traits that form our “intrinsic-persona”; which is responsible for success of our functional skills can be facilitated to achieve, through cognitive intervention and positive change can be brought through improved thinking. I have been successfully able to facilitate people become effective in areas like:

- Emotional Intelligence
- Decision-Making Skills
- Empathetic Communication
- Time Management
- Conflict-Resolution
- Negotiation Skills
- Self-Motivation Ability
- Communication Skills (With assertion)
- Change & Adaptation Skills
- Mastering Self Empowerment
- Personal Effectiveness
- Managing by Human Values and Virtues
- Account Management & Business Development
- Self-Esteem & Confidence Building
- Interpersonal Skills (Team-building, People Mgmt)
- Transition from ‘Manager’ to ‘Leader’
- Habit Liberation (Tackling Comfort-Zone)
- Developing Resilience as Attitude
- Work Organizing Skills & Productivity Management
- Mission, Vision & Goal Management
- Creative Thinking & Problem Solving
- Entrepreneurial Attitude

### Clientele:

Apart from conducting MDPs on Life Skills, Soft Skills, Functional Skills, Professional Skills at our institute, **iideas**, for Sr. executives and director level participants, we are also associated with various organizations for **onsite trainings** and **Management Consultancy (HR Systems & Processes development, TNI, People Orientation)**, which include:

- CNH Industrial (Case Holland)
- Tata Motors (Network division)
- Kalpataru Power Transmission Ltd
- Ratnamani Metal & Tubes Ltd
- Essar Oil Ltd
- Gujarat Apollo India Ltd
- Adani Wilmar Ltd
- Adani Power Ltd
- Adani Enterprises Ltd
- Hitachi Hi Rel Pvt Ltd
- Jubilant Life Sciences Ltd
- IDMC Ltd (NDDB)
- Welspun Corp Ltd
- Stovec Industries Ltd
- Windsor Machines Ltd
- Gujarat Gas Ltd
- Klockner DESMA Ltd
- SEBI (NISM)
- IFFCO
- Sintex Ltd
- Arvind Ltd
- DHFL
- Truetszler India Pvt Ltd
- Transformers & Rectifiers Ltd
- Parle-Elizabeth Tools Pvt Ltd
- NuVu Conair Pvt Ltd
- Kalpataru Ltd (Infrastructure)
- Ashapura Industries Ltd
- National Pharma Pvt Ltd
- Ratnamani Healthcare Pvt Ltd
- Abellon (Claris group)
- Zydus Cadila
- Jubilant Infrastructure Ltd

### Executive Coaching & Counseling:

Have coached senior executives on Leadership, Self-Empowerment, Perspective-Building, Business Orientation etc.

Have counseled individuals and couples on life-issues like Relationship, Parenting, Career, Rejection, Personal-Effectiveness etc.

### Business Coach:

Have co-founded “Business Leaders Forum” with more than 35 Business Leaders of MSMEs to mentor on Business & leadership skills.

**Value Enhancing Courses:**

Management with Case Studies – DMS, IIT–Delhi  
Science of Happiness – University of California, BerkeleyX through Edx  
Making Sense of News – Hong kong UniversityX, through Edx  
Statistics for Business-1 – IIM BangaloreX through Edx

**Academia:**

MBA – Mahatma Gandhi University.  
PGDM – Bhartiya Vidya Bhavan’s H. B. Institute.  
B.Sc. (Chemistry) – Bhavan’s R. A. College of Science.  
Schooling – Best Higher Secondary School, Ahmedabad.

**Languages Proficiency:**

English, Hindi, Gujarati & Punjabi.

**Personal Information:**

Address: iideas, 219-221, Someshwar Complex-2, Satellite road, Ahmedabad - 380015.

Date of Birth: 18<sup>th</sup> August

Gender: Male

**Social Media URLs:**

<https://in.linkedin.com/in/beingranbir>

[www.facebook.com/beingranbir](http://www.facebook.com/beingranbir)