

PROFILE

PERSONAL DATA

NAME: **AJAY BAPI GOMES**

Gender Male

Nationality Indian

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PROFILE SUMMERY

As a seasoned consultant coach, corporate trainer, and motivational speaker, I specialize in fostering strong leadership and high-performance teams within organizations and institutions. My expertise lies in enhancing productivity and performance, addressing common challenges such as self-doubt, procrastination, resource constraints, time management, public speaking fears, and the fear of failure. I also tackle negativity, stress, worry, uncertainty, and a myriad of other behavioral issues - empowering individuals to become resourceful and resilient. Over the past 25 years, I have positively impacted over 100,000+ lives across 20+ industries, including various educational institutions. Additionally, my professional journey in the hospitality sector spans 18 years, where I progressed from a daily wageer to managing a chain of restaurants and canteens in both India and the Gulf, encompassing five-star deluxe and super deluxe hotels.

EDUCATION

- **BA** in Political Science , St. Xavier College, Kolkata University
- **Diploma in Training & Development:** **ISTD** (Indian Society for Training & Development, New Delhi)

CERTIFICATIONS

- **NLP Master Practitioner**
- **Leadership Skills:** –Situational Leadership, Change Management from Door Training & Consulting India
- **Sales & Marketing:** - Consultative Selling Skills from Door Training & Consulting India
- **Retail Sales Training:** - Nokia Training Academy, New Delhi, India
- **The Curriculum for Living Series:** Introduction Leaders Programme, Event Management, Course Supervisors Program from Landmark Education, New Delhi (Assisted as a volunteer in coaching and training)

TRAINING/COACHING EXPERIENCE

- Class room training in Leadership Development Programs, Sales & Marketing, Performance and Productivity Programs and Student Development Programs, Training Teachers and Out-door Programs (Team building, Employee Engagement etc.) – from 2003 till date
- Coaching sessions to individuals (from senior positions to front liners) – from 2003 till date
- Door to door selling, Net work marketing, retail selling, insurance selling (1996 – 1997 and from 2001 till date...)

PROFESSIONAL EXPERIENCE

- **Consultant Coach & Corporate Trainer** (from 2010... till Date)
- **Senior Consultant Trainer** (as a Sub-Franchisee) with Door Training and Consulting (2006 to 2010)
- **Independent Training Consultant and Coach** (2001 – 2006)
- **Independent Distributor:** Frontier Trading, New Delhi (2001 – 2003)
- **Maître d'hôtel:** Hotel Radisson, New Delhi (1998 – 2001)
- **Restaurant Manager:** Chappan Bhog group of restaurants, Dubai('94 – '96)
- **Senior Steward:** -Hotel Maurya Sheraton, New Delhi (1989 – 1994)
- **Steward:** Hotel Le Meridien, New Delhi (January 1988 to December 1988)
- **Steward:** Hotel Hindustan International, Kolkata (December '85 to January 1988)

AREAS OF EXPERTISE

- How to Develop Leaders and Delegate (for Entrepreneurs)
- Design and Develop Strategies for Learning and Development
- Identify, Design and Develop Programs and Conduct Experiential Learning that Produce Breakthrough Results
- How to Develop Channel Partners and Help them Build and Sustain High Performing Teams
- Trained to deliver Train The Trainer Programs
- Presentation and Public Speaking (Communication) Programs

TYPES OF INDUSTRIES/ ORGANIZATIONS

- Automobiles / Banking & Insurance / BPO & IT
- Engineering & Manufacturing / Environment Industry
- Hospitality / Hospitals / Pharmaceuticals
- Logistics & Supply Chain Management
- Media & Telecommunication
- Power & Infrastructure / FMCG
- Engineering & MBA students / School Students & Teachers

LINGUISTIC KNOWLEDGE (1= LOW, 5 = VERY HIGH)

Linguistic Capability

Language	Speaking	Reading	Writing
English	5	5	5
Bengali	5	5	5
Hindi	5	3	2

A glimpse of few of the organizations and Institutions I have facilitated various training programs:

Type of Program	Organizations	Categories of Participants
Leadership Programs (Conflict Management, Change management, Team management etc.)	BSF Officers, HDFC Bank, Federal Bank, NHPC, Nokia, Tata Power, Tata Motors, Multiplex, NSTFDC, Lodge Cottrell India, , ISON BPO (Airtel, Uganda)	Senior Managers, Team Leaders, Executives
Communication Programs (English Language, Business Communication)	ICICI Bank, Tata Power, Eicher-Volvo, Lodge Cottrell, Apollo Pharmacy, Haryana Police (New Joinees), Nokia, Balacomm Media, Levis, Pantaloon	CBSE Teachers, Managers, Team Leaders, Front Liners
Employee Engagement, Outbound & Team building	IREDA (a GOI undertaking), Fervent, Aricent, Balacomm Media, BSAS, Future Focus, Henkel, Multiplex, Nokia, Uninor, Nile ply (Uganda) Nuvita (Uganda), Tata Power, NHPC	Senior Managers, Managers, Team Leaders, Front Liners
Sales, Marketing & Negotiation Training	Sumangalam (Real-estate), Nokia, Idea Cellular, Airtel, Aviva Life Insurance, Inter Con. Hotel, ICICI, Infogain (IT), Nulon India, Reliance Comm, Tata Motors, Usha armour, Levis, Three Graces, Amatra	Business Owners, Distributors, Retailers, Team Leaders, Managers, Senior Managers, Front liners
Channel Partners: Management, Engagement and Growth Programs	Nokia, Airtel, Eicher-Volvo, TataSky, Tata Motors, Reliance, Sumangalam (Real-estate)	Zonal Distributors, Dealers, Retailers, Managers, Team leaders, Sales Promoters, Counter executives
Customer Relation, Service Excellence	TataSky, Nokia, Cummins, Apollo Pharmacy, Columbia Asia Hospital	Managers, Team Leaders, Front Liners
Time Management, Stress Management,	Li & Fung India, Balacomm Media, Nokia, Multiplex,	Distributors, Retailers, Senior Managers, Team Leaders, Executives, Counter Staff
Personality Development Programs	REPL, Delphi, Gatewayrail, MBA & Engineering Colleges, CBSE affiliated Schools, and Individuals	School and College Students, Corporate personnel, Individuals

For Students: Personality Development Programs and Campus to Corporate Programs

1. **CBSE Schools** (as a third party resource person - in most part of the country)
2. **K R Mangalam University**, Sohna Road, Gurugram, Haryana
3. **UPES** (University of Petroleum and Energy Studies), Dehradun, Uttarakhand
4. **DIT** (Dehradun Institute of Technology), Dehradun, Uttarakhand
5. **ITM University**, Gwalior, MP
6. **SGT Medical College, Hospital & Research Institute**, Budhera, Gurgaon, Haryana
7. **RKGIT**, Raj Kumar Goel Institute of Technology, Gaziabad, UP
8. **SDTC** (Satyug Darshan Technical Campus), Faridabad, Haryana
9. **GLA University**, Mathura, UP (Engineering & Management)
10. **GALGOTIA College of Engineering and Technology**, Greater Noida, UP
11. **GL Bajaj Institute of Technology and Management**, Greater Noida, UP
12. **DCTM** (Delhi College of Technology and Management), Palwal, Haryana
13. **IDEAL College of Technology & Management**, Gaziabad, UP
14. **GLA University**, Mathura, UP (Engineering & Management)
15. **RIEM** (Rothak Institute of Engineering & Management), Rothak, Haryana