

# PROFILE

## PERSONAL DATA

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NAME: **AJAY BAPI GOMES**

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Gender Male

Nationality Indian

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## PROFILE SUMMERY

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As a consultant-coach, corporate trainer and motivation speaker, I help individuals, institutions and organizations build strong leadership and high-performing teams to increase their productivity & performance. I help them deal with self-doubt, procrastination, lack of resources & lack of time, fear of public speaking & fear of failure, negativity, stress, worry and uncertainty, and many more behavioral issues - empowering and making them resourceful and resilient. I have served 60,000+ lives in the past 22+ years in 22+ industries (Large & Small) and many schools and colleges. Besides, I also have work experience in hospitality industry for 18+ years in five star deluxe and super deluxe hotels & restaurants in India & the Gulf (starting as a 'daily wagger' to running a chain of restaurants & canteens)

## EDUCATION

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

## PROFESSIONAL EXPERIENCE

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- **Consultant Coach, Corporate Trainer and Motivation Speaker...**
- **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)
- **Maitre 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)

## SALES/TRAINING/COACHING EXPERIENCE

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- 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...)

## CERTIFICATIONS

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- **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)

## AREAS OF EXPERTISE

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- 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 Build and Sustain High Performing Teams
- Trained to deliver Train The Trainer Programs

## TYPES OF INDUSTRIES/ ORGANIZATIONS

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- 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 Teachers

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

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### Linguistic Capability

Language	Speaking	Reading	Writing
English	5	5	5
Bengali	5	5	5
Hindi	5	2	1

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

<b>Type of Program</b>	<b>Organizations</b>	<b>Categories of Participants</b>
<b>Employability Skills and Personality Development</b>	CBSE & Other Schools, MBA and Engineering Colleges	Students, Teachers and Individuals
<b>Train The Trainer, Coaching &amp; Consulting</b>	Landmark Education (service provided as a volunteer), and Individuals	Individuals from all areas ( from front line to senior executive level )
<b>Leadership Programs</b> (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
<b>Communication Programs</b> (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
<b>Employee Engagement, Outbound &amp; Team building</b>	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
<b>Sales, Marketing &amp; Negotiation Training</b>	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
<b>Customer Relation, Service Excellence</b>	TataSky, Nokia, Cummins, Apollo Pharmacy, Columbia Asia Hospital	Managers, Team Leaders, Front Liners
<b>Time Management, Stress Management,</b>	Li & Fung India, Balacomm Media, Nokia, Multiplex,	Distributors, Retailers, Senior Managers, Team Leaders, Executives, Counter Staff

**For Students: Campus to Corporate Programs**

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