

PROFILE

PERSONAL DATA

NAME: AJAY BAPI GOMES

Date of birth 24th October 1962
Gender Male
Nationality Indian
Location Malviyanagar
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Country India



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PERSONAL OBJECTIVE / VISION

Help individuals and organizations by bringing inspiration, empowerment and making them resourceful to accomplish their objectives and goals

EDUCATION

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

PROFESSIONAL EXPERIENCE

- **Independent Training Consultant and Coach** (2010 till Date)
- **Senior Training Consultant (Sub-Franchisee)** with Door Training and Consulting (2006 to 2010)
- **Independent Training Consultant and Coach** (2003 – 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, U.A.E (1994 – 1996)
- **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 1985 to January 1988)

SALES/TRAINING/COACHING EXPERIENCE

- Class room training in Leadership Development Programs, Sales & Marketing, Performance and Productivity Programs and Student Development Programs 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

- 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 Programme - Landmark Education, New Delhi (Assisted as a volunteer in coaching and training)

AREAS OF EXPERTISE

- Leadership and Organizational Development
- Design and Develop strategies for Learning and Development
- Identify, Design and Develop Programs and Conduct Behavioral, Experiential Learning and Intercultural Communication
- Building and Sustaining High Performance Teams (producing breakthrough results)
- Trained to deliver Train The Trainer Program

TYPES OF INDUSTRIES/ ORGANIZATIONS

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

Major clients: Provided service as a Consultant Trainer and in association with other Training Organizations

To name a few:

- AMATRA & THREE GRACES (SPAs)
- APOLLO PHARMACY
- BALACOMM MEDIA
- BHARTI AIRTEL
- COLUMBIA ASIA HOSPITALS
- CUMMINS INDIA
- HENKEL – (Retail)
- HEWITT
- ICICI BANK
- INFOGAIN
- INTER CONTINENTAL Group of HOTELS
- ISON BPO (Uganda, Dehradun)
- LODGE COTTRELL INDIA
- MARUTI SUZUKI (through IISD)
- MAYAR GROUP
- NHPC (Govt. of India)
- NSTFDC (Govt. Undertaking)
- NilePly – UGANDA
- NOKIA
- NULON INIDA
- NUVITA – UGANDA
- OLAM AGRO INDIA PVT. LTD.
- RADISSON HOTEL
- TATA SKY
- TATA MOTORS
- TATA POWER
- UPES (University of Petroleum and Energy Studies, Deheradun)
- Galgotia University (Greater Noida, UP)
- DIT (Dehradun Institute of Technology, UK)
- GLA University, Mathura, UP

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

Linguistic Capability

Language	Speaking	Reading	Writing
English	Proficient	Proficient	Proficient
Bengali	Proficient	Proficient	Proficient
Hindi	Proficient	Workable	

OTHER ACTIVITIES, PERSONAL INTERESTS & SPECIAL COMPETENCIES

- Music (play piano, organ, guitar and violin) – helps relax, rejuvenate and creativity
- Reading books on leadership, entrepreneurship and motivation
- Cooking and making exotic cocktails
- Voluntary social service in the field of education
- Creating Breakthrough Results in Personal Growth and Development