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Narahar.K.Deshpande

Professional Summary

Learning & Development professional, experienced in delivering Sales training, behavioral training, Soft skills training as well as Inbound team building training to Industry at large with excellent feedback and effectiveness.

This is Backed up by 15 years of Business development experience with excellent sales record with top companies including SKF Bearings and Eureka Forbes. Looking for assignments in Sales/Soft skills training on Free Lance basis or assignments in training/L&D function on full time basis.

Professional experience

Current assignment (from August 2012 onwards)

I am an NIS certified Freelance trainer looking forward to serving industry and business at large in the areas of selling skills, soft skills and behavioral training. In the past, I have had substantial experience in training in these areas during my career with other training companies including NIS, Idea7 and Bodhih Training Solutions. I am looking forward now to serving companies as well as educational institutions.

Some of the training programs, I conduct include programs are MDP, Selling skills, Personal branding, Leadership for junior and Middle Management, Communication skills, Time Management, Presentation skills, Business Etiquette, Supervisory excellence, Team work, Inter personal relationships, Customer service orientation etc.

I am also experienced in Sales and service process training and conducting On line performance coaching for retail employees and auditing of process implementation at retail outlets. Have also executed AC's for MSCDA as well as Coca Cola in Western zone.

Some of the companies where I have trained include Bank of Baroda (MDP), Janakalyan Sahakari Bank, Johnson Pricol Pvt.Ltd, Ajmera Tyres Pvt.Ltd, Nagpur, TSPL, Jamshedpur, CONDOT Systems Pvt Ltd, Mumbai, AS Bearing company, ACTsol Associates, MSBTE, New Ball Bearing Company, HDFC Bank, Encore Healthcare, TBZ-Westend, Positive Packaging, Reliance

Energy, Reliance Power, Merisant Ltd, CIPLA Ltd, MSCDA Ltd/AIOCD Ltd, Merisant Ltd, SKF Bearings Ltd, BASF, L&T Info Tech, Arabian Nights Pvt. Ltd (Sopariwala Group), Mukand Ltd, Orchid Pharma, TKPL, Paramount foods, Reliance Infocomm & Showrooms and Service stations of Automotive majors including Skoda, Mahindra, TATA Motors and Eicher.

Past Assignments :

1. From August 2010 to July 2012:

I worked as Regional Head with M/S Bodhih Training Solutions.

Responsible for :

- Developing business for Bodhih from corporate clients.**
- Making presentations to and closing orders from identified prospects**
- Collections**
- Recruitment and management of trainers**
- Conducting training programs in region (soft skills ,behavioral training & Sales training).**

2. From May 2009 to July 2010 :

Was a member of the Business Development team with M/S Chatur Knowledge Networking Solutions and am responsible for sales and marketing of Chatur's suite of HR Products including Assessment Centers, Executive coaching and Psychometric Testing and its various applications to industry at large.

3. May 08-May 09

Worked as GM-Consultant with M/S Zodiac Executive Placements.

Responsible for identifying suitable candidates for senior level positions and ensuring that the right candidate is recruited by the client organization.

4. Jan 06-April 08

Served M/s Idea7 Automotive Solutions in full time capacity as

“Senior-consultant responsible mainly for Training delivery”.

(Idea7 are leaders in performance management solutions for the automotive industry)

Assignments handled included:

- Mystery shopping at major dealerships of car majors for both sales as well as service functions (Toyota)**
- Process training for both sales and service functions for dealerships at various levels of seniority ranging from front line sales and service personnel to departmental heads (Skoda)**
- Auditing both sales and service departments at dealerships for checking implementation of manufacturer prescribed sales and service processes.(Tata Motors, Skoda, Eicher)**
- Soft skills and functional training for sales and service department employees at dealerships of both passenger car as well as commercial vehicle manufacturers.(Skoda, Eicher, Mahindra&Mahindra-Tractor) .**

- Process training and implementation of Sales and service processes at both passenger car as well as commercial vehicle dealerships.(Skoda)

5.May 04 to January 06 with NIS Sparta

Worked as Consultant in Reliance NIS Academy. Training delivery assignments handled included:

- Comprehensive product, soft skills and process training for newly recruited web world and web express employees.
- Training on business processes and useful managerial concepts for new franchisees.
- Classroom training for Infocomm PCO managers followed by field audits to determine the level of compliance achieved in implementing managerial concepts related to territory planning and channel management introduced in the classroom in the functioning of individual PCO distributorships in Mumbai Circle.
- On- line, Performance coaching to implement Infocomm processes at customer touch points including company owned Web Worlds and franchisee operated Web World expresses.
- Conducting classroom training on new products launched by Reliance Infocomm from time to time.
- Conducted train the trainer programs for newly recruited trainers in Reliance NIS Academy.

6.From Nov`00 to May '04 :

Free lanced as an independent Financial advisor and advised both retail and HNI clients on investments in:

Mutual Funds, Life Insurance and General Insurance. I am IRDA Certified in both Life and General Insurance and also AMFI Certified.

7.From November'98 to Sep'00

Worked with M/s Eureka Forbes Ltd as Projects Manager-Industrial division Responsibilities:

- In charge of key account management in Western Region.
- Planning and implementing Strategies for increasing awareness about mechanized cleaning equipment in the assigned key accounts of: Defense Installations, Railway installations and Workshops and Air India, Indian Airlines & AAI.
- Helping identified customers in drawing up technical specifications and thereafter participating in the tender process.
- Conducting field demonstrations at selected centers to prove the efficacy of the selected equipment.

8.From Aug'96 to May'98 :

I worked with M/S Industrial Oxygen as Sales Manager – Nitrogen plants division. (The Company with a turnover of Rs.500 Cr .is a leading manufacturer of nitrogen plants and industrial gases.)

Responsibilities included :

- **Leading Western region team comprising of 2 Asst..Sales Managers and 1 Sales coordinator towards the achievement of targeted sales volumes in area of nitrogen plants.**

9. From Nov'94 to June'96:

Was associated with Nichrome Ltd. as Regional Sales Manager.

(The Company is a leading manufacturer of vertical form fill and seal packaging machinery for both solid and liquid packaging.)

10. From Mar'90 to Sept'94 ;

Worked with SKEFKO INDIA Bearing Co Ltd (part of SKF Bearings group) as Sales Executive – Steel products. Responsibilities included

In-charge of sales and marketing of Ovako Steel AB(Wire rods, bars, rolled and forged rings, seamless tubes and OK couplings) & J.N.Eberle products (Cold rolled high precision steel strips) to engineering industry on All India basis.

Achievements:

- **Was amongst the top two sales incentive earners for 4 years in a row from 1990-1993.**
- **Visited Ovako Steel AB in Sweden at their invitation to visit their plants and to present a paper on scenario for Ovako Steel products in India in June 1992.**

11. From Jun'87 to Mar'90

Worked with G.K.W.Ltd as Sales Executive- Stampings Division. Responsibilities

- **Marketing and sales of electrical stampings to motor, fan and pump manufacturers in Maharashtra and to selected customers in Gujarat**
- **Represented Ruia College in Inter-Collegiate football and Somaiya Management in inter collegiate volleyball.**
- **Was a regular member of Talwalkar health club from 1992-2003.**
- **Quizzing:- Participated in and won several prizes in interschool and inter collegiate quiz competitions including Mastermind Live conducted by Bikram Vohra for Mumbai Doordarshan in 1980.**

Education

- **B.E.(Elec) from M.I.T.,Manipal in 1984.**
- **D.B.M from S.I.E.S. Inst. of Management in 1985**
- **Dipl.in International Mktg and Import Export Management from XIM,Mumbai in 1994**

Date of Birth

- **19th November 1961**

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