

UPDATED PROFESSIONAL PROFILE OF COACH & FACILITATOR : AYAN BANERJI

B.E. MECHANICAL ENGINEERING, JADAVPUR UNIVERSITY

FELLOW, LIFE MANAGEMENT ASSOCIATION, LOMA, USA

EMPOWERING PEOPLE TO PERFORM TO THEIR TRUE POTENTIAL



A CAREER SUMMARY

31 years leading high performance award winning teams in Business Leadership, Engineering Project Management, Integrated Facilities Management, Financial Planning, Risk Management and Corporate Learning & Development, creating High Performance leadership professionals of over 15 nationalities in 6 countries in cross cultural environment with clearly defined team achievements.

Ayan's focus has been to identify Key Competencies for each defined role, assess the same for Role Holders vis a vis Stakeholders and address gaps, if any using globally validated techniques. Twenty years in service across nations with globally reputed corporations and eleven years as a L&D entrepreneur partnering globally reputed firms have helped Ayan learn and contribute to organizational objectives.

A Learning & Development professional for over two decades with a well established reputation of servicing corporate clients in diverse domains, having successfully completed more than 50,000 Learner Days working for over 200 reputed corporate houses and vocational institutes in India and abroad while in service and now as a Certified L & D Solution provider. A Certified Graphologist, ayan helps business professionals discover their true potential and grow using globally validated tools and techniques. Leadership Coaching, Sales training, Customer Care Training, Behavioral training have been his forte, among 50 key topics that help exceed Client's Business goals. Ayan is a Certified Life Coach from NHRDN and CTT Mumbai, completing the International Coaching Federation ICF ACC credentials.

A Graduate in Mechanical Engineering from Jadavpur University, Kolkata, India with overseas and national level certification in Attitude training, Business Negotiation Skills, Change Management, Creative Problem Solving, Emotional Intelligence, Facilities Management Design, Financial Planning, Key Account Management, Leadership Development, Life Insurance Practices, Managerial Development, MSOffice Suite, Professional Excellence, Risk Management, Sales Channel Management, SPIN Selling, Sales Excellence and Experiential Learning / Outbound Team Building.

B CURRENT ENGAGEMENT

Currently working with reputed corporate houses and colleges across nations to enhance professional competencies

B1 MAJOR BUSINESS DOMAINS WORKED / TRAINED WITH:

Automobile	Consumer Durables	Financial Services	IT / ITES	Supply Chain
Bank	Engineering	FMCG	Petrochemicals	Telecom
Construction	Energy	Insurance	Pharmaceuticals	Vocational Institutes

B2 VOCATIONAL QUALIFICATION / CERTIFICATION ACHIEVED

Fellow – Life Management Institute	Life Office Management Association, USA
Associate – Customer Service Behavior	Life Office Management Association, USA
Associate – Financial Planning	Financial Planning Standards Board, India
Life Coaching	NHRDN & Coach To Transform Mumbai
Licentiate	Insurance Institute of India
SPIN Selling Skills	NIS Sparta / Huthwaite Research Group, UK
Behavioral / Experiential Learning	NIS Sparta / Eagles’ Flight, Canada
Adventures in Attitude	NIS Sparta / Inscape USA
Integrated Facilities Management Systems	JC Singapore
Certificate – Modern HR Management Practices	National Institute of Personnel Management
Advanced MSOffice Excel	Aptech Ltd., NIIT Ltd.
Graphology / Grapho-therapy	Nirvaana
<i>Pursuing</i>	
CERTIFIED FINANCIAL PLANNING	Financial Planning Standards Board
LIFE COACHING	International Coaching Federation ICF

B3 PARTIAL LIST OF TOPICS FACILITATED:

Leading	Managing	Selling
Change Management in the 21 st century workplace	Creative Problem solving and Managerial Decision Making	Business Negotiation Strategies & Tactics
Coaching / Mentoring of Business Leaders	Managerial Development Program :: the First Time Manager	Customer Relationship Management in a Digital era
Outbound Team Building for Organizational Success	Psychometric Profiling for Effectiveness	Sales Channel Management in the Digital era
Emotional Intelligence at work	Professional Effectiveness at the 21st century workplace	SPIN Selling Skills

B4 COUNTRIES WORKED IN / TRAINED: India, Bangladesh, Singapore, Philippines, Thailand, Nepal

B5 CLIENTS SERVED [PARTIAL LIST]

Air India	Diageo India	Godrej & Boyce	PwC
Airtel	Emami Group	HDFC Bank	Reliance Group
Axis Bank	Ford Motor Co	Indian Oil Corporation	Tata Motors
Britannia Industries	Bharat Petroleum Corporation	L I C	TVS Group
Coca Cola International	Genpact	Larsen & Toubro	Vodafone

C PROFESSIONAL OVERVIEW (REVERSE CHRONOLOGICAL ORDER, SINCE 1990)

		
	Franchisee Partner	Pragati Leadership Institute
	Franchisee Partner	Tata Steel Management Development Center
	Managing Partner	Edexcare Learning Services India
	Partner	Wanderlust Himalayan Treks
	National Head – Learning & Development	Srei Group of Companies
	Regional Training Business Head – East & North	NIS Sparta Ltd.
	Zone Training Center Head	Tata AIG Life Insurance Co Ltd.
	Founder Training Manager	Max New York Life Insurance Co Ltd.
	Corporate Training Manager	NIS Sparta Ltd.
	Area Manager – East India, Nepal, Bangladesh	Johnson
1990	A C & R Projects Engineer	Blue Star Ltd.

E ACADEMIC BACKGROUND

B E – Mechanical Engineering	Jadavpur University	1990
I S C	Calcutta Boys’ School	1986

F PROFESSIONAL MEMBERSHIP

SL	PROFESSIONAL BODY
1	NATIONAL HRD NETWORK :: NHRDN
2	ALL INDIA MANAGEMENT ASSOCIATION :: AIMA
3	INDIAN SOCIETY FOR TRAINING & DEVELOPMENT :: ISTD
4	L & D GLOBAL MULTICITY
5	CALCUTTA MANAGEMENT ASSOCIATION
6	B N I

G WEBINARS

Is a frequent Panel Anchor and Speaker on Webinars across nations on diverse topics of socio economic relevance to international audience on behalf of national and international institutions.

*“Growing **OLD** is mandatory, growing **UP** is optional! “*