



Deepak S. Mundada

Entrepreneur, Advisor, Corporate Trainer, Business Coach.

PROFILE SUMMARY

Deepak carries over 25+ years of professional experience of which 10 years as a corporate trainer. Till date he has conducted over 1000 training programs and covered over 30000 participants. Deepak's strength lies in Sales, Service and Leadership areas of training. He has conducted programs in vernacular languages besides Hindi and English.

Deepak has conducted training programs all over India for all level of employees up to senior management. Have also conducted trainings for UK, Australia, Netherland, Africa etc. participants. His sessions are highly interactive sessions, and he makes instant connect with his participants. He is a preferred trainer for organizations like Tata Motors, Mahindra Group, ASDC, Force Motors, Pennar Group etc.

Trainings, Workshops, and Interventions conducted: -

Sales

- Sales/ Business focused - Company Orientation (values, vision, mission based)
- Sales: Towards Excellence.
- Key Account Management / Channel Sales Management
- Transaction vs Relation based Sales
- Consultative Selling skills

Management and Senior Manager's

- Situational Leadership
- Skills with People

Sales and Service Staff

- Customer Service Skills
- Grooming, Soft skills/Etiquettes, Telephone Etiquettes
- Accountability

Accounts and Admin Staff

- Team Building: Outdoor & Indoor
- Motivational sessions
- Grooming, Telephone and Email Etiquettes
- Priority (Time) Management
- Accountability

CURRENTLY

- Founder and Director – NMS GloSol Communications Pvt. Ltd.(www.nmsglosol.com) 2010 onwards - Master Trainer, Business Coach, Brain Mapping Practitioner
- Corporate Trainer & Facilitator, 2012 onwards
- Honorary "Director General (Maharashtra), MSME Growth, CIMSME/ ICTMAE" at MSME Growth, CIMSME, ICTMAE

CONSULTING and ADVISORY

- Advisor – IT ExchangeNet Asia Pacific region, Dec 2018 onwards to Feb 2021– Business Development initiatives.
- Consultant – Kelegent Metaplast India Pvt. Ltd.(MeshWorkz) – Nov 2019 to Jan 2020 – Sales Management System implementation. Go to Market strategy.
- Advisor – Maris Polymer India, Saint Gobain Group company, Aug 2016 to Sep 2019 – Sales Management System, Go to Market Strategy, Operational Excellence, Trainings etc.
- Advisor – Kalpataru Healthpro Pvt. Ltd. – April – May 2016 - Setting up operations for a start up Pharma company.
- Advisor – IKF Knowledge Factory Pvt. Ltd. – Jan 2012 to April 2013, Operational Excellence program, PMS,
- Sr. Consultant – Isource Infosystems Pvt. Ltd. – Mar 2010 to Feb 2011 – Business Development initiatives

EMPLOYEMENT

- PricewaterhouseCoopers India, Principal Consultant, Mumbai, 2008 - 2009
- Reliance Communications, Business Head – WiMAX, Rest of Maharashtra and Goa, 2000 - 2008
- Airtel, Zonal Sales Manager – Enterprise and Channel Business, Pune, 2000 - 2000
- Vodafone – Corporate Account Manager, Enterprise Business, Pune, 1996 – 2000
- Walchandnagar Ltd. – Sr. Executive - Marketing, Pune, 1995 - 1996
- ICNET – Area Sales Manager, Pune, 1992 - 1995

ACADEMIC QUALIFICATION

- Masters in Management Science (MMS), Pune University, 1996
- Post Graduate Diploma in Business Management (PGDBM), Pune University, 1995
- Bachelor of Science (B.Sc.), Pune University, 1992
- Diploma in Computer Application (DCA), Pune University, 1992

CERTIFICATIONS

- Certified International Practitioner for Prism Brian Mapping tool, Oct 2019
- Certified Soft Skills Trainer - Maruti Suzuki, 2016, 2018.
- Certified Master Trainer - Automotive Skills Development Council of India, 2015.
- Certified Assessor for Automotive Skills Development Council of India, 2019
- Certified Assessor for Retailers Association's Skill Council of India, 2013
- Certified International English Language (IELTS) trainer, 2003

PERSONAL INFORMATION

- Date of Birth: 6th June 1972
- Languages: English, Hindi, Marathi, Gujarati, Marwari
- Base Location: Pune

KEY NOTE SPEAKER

- BNI
- Bombay Chamber of Commerce and Industry
- JITO
- Lions Club International