



SUCHETA ANKUR DHOOT

Performance Enhancer Coach

International Soft Skills & Behavioural Trainer, BFSI Trainer, Certified NLP & Life Coach, Hypnosis Practitioner

OBJECTIVE:

To be the Performance Enhancer Coach for career enhancement.

I work with emerging leaders. I enable them to successfully transition into leadership roles, so that they are setup to succeed and produce tremendous results for self and for the organisation.

CONTACT

MOBILE/ LANDLINE:

Mobile: 09011049994

E-MAIL:

sucheta.a.dhoot@gmail.com

ADDRESS:

13, Satyavibha, Tilak Nagar,
Nagpur, Maharashtra
India Pin – 440 010

PERSONAL INFORMATION

Date of Birth:

4th September 1982

CITIZENSHIP:

Indian

GENDER:

Female

MARITAL STATUS:

Married (6th June' 2010 to Dr.
Ankur Dhoot, Dental Surgeon)

LANGUAGES KNOWN:

English, Hindi, Marathi, Marwadi

<https://linktr.ee/Brainsio>



[/sucheta.ankurdhoot/](https://www.facebook.com/sucheta.ankurdhoot/)



[/sucheta-ankur-dhoot/](https://www.linkedin.com/in/sucheta-ankur-dhoot/)



[//sucheta-ankur-dhoot.business.site/](https://sucheta-ankur-dhoot.business.site/)



[/sucheta_dhoot_bihnlp/](https://www.instagram.com/sucheta_dhoot_bihnlp/)

PROFESSIONAL SKILLS

- Result oriented with proven track records.
- Excellent people relationship.
- Team Management and work delegation.
- Good presentation skills and interactive approach, training ability.
- Very good in maintaining a network and ability to persuade individual.
- Profound management and organizational skills.
- Proficient ability to work in a team or as an individual.
- Ability to maintain confidentiality, follow instructions and possess an attention to details.
- Work Life Balance

CAREER ACHIEVEMENTS

- Appreciation Award by 'The International Association of Lion's Club' for Online Trainings for year 2020-21
- Awarded as "**Best Leadership Coach**" by ABCD International in 2021
- Resource Person for Online Soft Skills Certification Courses 2021, organised by Reputed L.A.D. College and Dr. Ambedkar College, Nagpur
- **Leadership Faculty for Lion's Club International** District Event attended by 200 Members, where I shared the forum with Mayor of Nagpur City in January 2021.
- Trained/ Coached Individuals from **India, Singapore, U.S.A., Dubai, U.K. & Nigeria** for Soft Skills, Behavioural Trainings, Leadership and Management using **NLP, Hypnosis & Mindfulness Techniques**.
- Guest Speaker at **Global Pharmaceutical Entrepreneurship Development Online Webinar 2020** Series organised by Konkan Gyanpetth Rahul Dharkar College of Pharmacy & Research Institute, Karjat (Raigad) for **YouTube Live session attended by around 700 live audience on "Neuro Linguistic Programming – The Art & Science in Healing & Health"**.
- "**Key Note Speaker**" on topic "**Naukardar Stri – Prashna, Mansikata Ani Upay**" (**Problems, Psychology and solutions for Working Women**) at **Maharashtra State Prarthamik Shikshak Samiti** to address around 400 teachers on International Women's Day 2020.
- "**Chief Guest**" at **Raisoni Group of Institution** for the New Student's Orientation Program of at Saikheda, MP Campus.
- Certified "**National Trainer**" from **Junior Chamber International, India in May 2019**.
- Certified "**Zone Trainer**" from **JCI, Zone IX in August 2018**.
- Winner of **Regional contest** for performance oriented training of the sales manager, "**Jump Start**" at **Maxlife** in FY 2014-15.
- **Max Life Dronacharya** award for 100% batch passing in IC-33 exam for 2014.
- **Appreciation certificate** at SBI Life for performance in "**Renewal**

ADDITIONAL PROFICIENCY:	<p>Collections” in FY 2010-2011.</p> <ul style="list-style-type: none"> ➤ Cleared all the internal evaluation tests at SBI Life insurance with average percentage of 92%for FY 2010-2011 & FY 2011-2012. ➤ External Evaluator at ICAI Business School Nagpur to judge the best Summer Internship Project Award for the year 2009-10. ➤ Appreciation certificate at SBI Life Insurance Co. Ltd. for the financial year 2008-09. ➤ Qualifier for the contest “Rajyabhishek” (2007) at HDFC SLIC (Highest Recruitments of agents). ➤ First Lady of the Region to achieve "Flash Target" (2006) in ICICI Prudential Life Insurance Co. Ltd. for which the required business of first 45 days of joining was Rs.5lacs(Received Premium amount).
<ul style="list-style-type: none"> ➤ Certified Hypnosis Trainer ➤ Certified Neuro Linguistic Programming Practitioner, Coach, Hypnosis Practitioner & Life Coach by Indian Board of Hypnosis (IBHNLNLP) ➤ Certified Neuro Linguistic Programming (NLP Practitioner by American Board (ABNLP)) ➤ Certified Parenting Coach By Swayam Group of Mr. Parikshit Jobanpotra and Alison ➤ Fundamentals of Digital Marketing Certification by Google & IAB Europe ➤ Certified National Trainer (TTT) by JCI ➤ Certified Zone Trainer - Zone IX (JCI) ➤ “Speech Craft” Certificate (JCI) ➤ “Effective Public Speaking” certificate (JCI) 	
COMPUTER AWARENESS	WORK DETAILS
<ul style="list-style-type: none"> ➤ Diploma in Information Technology (Institute: C-DAC Nagpur): Grade A ➤ Advanced Diploma in Information technology (Institute: C-DAC Nagpur): Grade B+ 	<p>A] NOTABLE RECENT ENGAGEMENTS:</p> <ul style="list-style-type: none"> ➤ Founder of Brainsio Institute of Hypnosis and Neuro Linguistic Programming ➤ Freelance Performance Enhancer Coach, Behavioural Trainer, Soft Skills Trainer, Sales Trainer, NLP Coach and Insurance trainer since February 2015. Mode of Delivery: Classroom, Virtual/ Online, WhatsApp Workshops, Recorded Sessions, YouTube <p>Associated with following Organisations for Training Assignments:</p> <ul style="list-style-type: none"> ➤ E-Infochips ➤ Rasoni Group of Institutions ➤ Meraki Ink for NSDL BCBF Project ➤ Liberty General Insurance ➤ ABCD International ➤ Mahabodhi Training Services ➤ Bajaj FinServe ➤ Innovinc Training Services (Meghe Group of Education) ➤ Chhattisgarh Swami Vivekanand Technical University (CSVTU) ➤ Mahindra Pride Classroom ➤ Nagpur Police ➤ YashOm Dental Clinic and Implant centre, Nagpur (Management consultant)
I.R.D.A. LICENCE/ I.I.I. EXAM	Recent Notable Clientele includes:
<ul style="list-style-type: none"> ➤ Associate Exam of Insurance Institute of India (2009): Cleared paper no. 21 (Information Technology), 24 (Legal Aspects of Life Assurance) & 22 (Underwriting) ➤ Licentiate from Insurance Institute of India (2009) Registration No.: 08294649 ➤ Insurance Regulatory and Development Authority’s Life Insurance Agent’s Exam (License No.3336861, Date of License: 05/06/07) 	<p>Rasoni Group of Institution (Training for Deans & HoDs), Mentoring for First Time Manager & Sleep Hypnosis for Senior Manager at Dyson Singapore, eInfochips, Lion’s Club International, Manoharbai Patel Institute of Pharmacy, Konkan Gyanpeeth Rahul Dharkar College of Pharmacy & research Institute, Karjat; Maharashtra State Primary Teacher’s Association; Poornima University; Rasoni University (Saikheda Campus); YCCE College; Ambedkar College Nagpur; G.S. College; ICAI; Nagpur Police; Max Life; SBI Life; Kotak Life; Lata Mangeshkar Medical College & Research Centre; Cindrebay School of fashion & Interior Design; Khandelwal Heart Institute Jaipur; APS School Sudhpur Kurukshetra; Many High Schools of Nagpur; JCI Members across India.</p>
PHARMACIST’S REGN. NO.	<p>B] PAST EXPERIENCES:</p> <ul style="list-style-type: none"> ➤ IELTS Trainer with Impel Overseas from May 2018 to August 2018. ➤ Assistant Training Manager (Direct Agency) with Max Life Insurance Co. from September 2013 to January 2015. Trained more than 400 agents and 24 managers in Sales & Soft Skills, Products & Process Training as a part of Office Leadership Team. Designed the Perfect process for Training Needs Analysis, preparation & maintenance of training calendar and ensuring the achievement of Sales

Pharmacist's Registration No. :
81471

Date of Registration:
05/04/2006

target for the branch with identifying the possibilities and working closely with sales team.

- Associated with **RNIS Insurance College and Siddharth College of Insurance** for Insurance training to prospective life insurance agents from July 2012 to August 2013.
- From February 2008 to July 2012, worked with **SBI Life Insurance Co. Ltd.** as an "Operations Executive & Underwriter",
The profile mainly involved:
 - Group & Individual Life insurance underwriting for agency/ bancassurance channel, Periodic reconciliation, vendor management and administration.
 - Knowledge sharing resource, support system and Training resource for the staff of around 500 State Banks of India branches, SBIL sales team and customers.
 - Achieved ISO 9001:2000 certification for the Nagpur SBI Life branch in which my distinguished contribution was
 - ✚ Faster retrieval of data by streamline the branch data,
 - ✚ Designed case studies to identify the areas for improvement.
- Worked with **HDFC Standard life Insurance Co Ltd** (Nagpur Branch), as a 'Sales Development Manager', from January' 2007 to November' 2007. The job included the responsibility to recruit the 'Financial Consultants', train and retain the team.
- From March'2006 to December'2006, worked as a "Financial Services Consultant" with **ICICI Prudential Life Insurance Company Ltd.**, in Bancassurance channel of "ICICI Bank" and "Bank of India".

EDUCATION

2006: MBA from ICFAI Business School with CGPA 7.30

2004: B.PHARM from Nagpur College Of Pharmacy, Nagpur University with 63.14%

INTERESTS & EXTRA CURRICULAR ACTIVITIES

- District Cabinet Member Lion's Club International Team Training 2020-21
- Active member Vidarbha Industrial Association – Lady Entrepreneur Wing
- Active Member of Trinayan Mahila Maheshwari Sanghathan
- International President's Appreciation certificate Lion's Club in 2019
- Appreciation PIN from National President of JCI in 2019
- Appreciation certificates from Regional Chairperson & District Governors Lion's Club in 2018 & 2019
- Art & Craft work, best out of waste creativity
- Participated and won online "TATA Corporate quiz" in 2010
- Represented SBI Life Ins. Co. for "TATA Crucible Corporate Quiz" in FY 2010-11
- Member of Cultural Committee (during graduation & M.B.A.)
- College representation for Nagpur University Inter-collegiate Personality Competition 2003-04
- College representation for Nagpur University Inter-collegiate Essay Writing Competition 2001-02, WALL MAGAZINE
- 5yrs. active membership of Bharat Scout and Guide

PLACE: NAGPUR

DATE: 14th December 2021

Sucheta Ankur Dhoot