

# CHANDER SHARMA

*#changemaker #speaker #enabler  
#culturebuilder #coach #facilitator*

Key Note & Professional Speaker  
*Sales, Leadership and Customer Service*



**25+ years' experience in Managing Business & Growth at Senior Levels**

**09+ years in Consulting, Coaching/Mentoring & Corporate Training**

**10,000+ Participants | 16,000+ Training Hours | 70+ Organizations | 50+ Topics**

- Principal Consultant & Lead Facilitator – THE KARMIC TREE
- Vice President – MTC Consulting Group & MIPL Telecom Division
- Senior Consultant on panel for 'SKILL INDIA' thru NSDC
- Director – Business Development @ FORMS (International Markets)
- Affiliate – CII & PHD for SME sector ( Small & Medium Enterprise)
- Key note Speaker, Panelist at FICCI , TIE & Industrial Associations
- Mentor @ CEED (Centre for Entrepreneurship Education Development)

## VALUE CREATION

A management graduate with diverse experience in learning and development, leadership development, organization development, talent management, succession planning, sales training, employee relationship & engagement on strategic and deployment level. Hands-on in designing & deploying the assessment & development centers to drive sustainable performances.

Aligning learning initiatives to business deliverable and partnering with key stakeholders - Business & HR Leaders to build a robust learning culture and deliver competitive edge.

Wide international exposure, have worked effectively with different cultures and diverse teams, manages virtual teams. Facilitator - Leadership program.

**A Trusted Business Advisor – Chander Sharma has this uncanny knowledge of how people tick, ability to motivate, inspire and challenge people to perform to their optimum best.**

Proud Member of



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## CERTIFICATIONS

- Certified Culture Builder for Happiness @ Workplace
- Global Leadership Assessor via “Marshall Goldsmith Academy”
- Certified BELBIN Practitioner
- Self-Leadership Certification – SOIL

## FOCUS AREA

- Lead the SELF
- Presentation Skills
- Sales Programs
- Leadership Development
- First Time Managers
- Managerial Effectiveness
- \* Supervisory Skills
- \* Interpersonal Skills
- \* Negotiations Skills
- \* Performance Management
- \* Coaching Skills for Managers
- \* Employee Engagement

## KEY DELIVERABLES

- Identifying / Understanding Gap areas and recommending the solutions via Training / Assessment/ Coaching / Organizational Development practices
- Understanding the Competency Framework of organizations and recommending training solutions basis the role and KRA's of individuals
- Work with the client of identifying their training needs by the help of assessment activities and their internal competency framework
- Working with SME on content to align it with the key deliverables expected from the intervention and presenting the solutions to the management / stakeholders

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## FAQs

S.No.	Details	Remarks
1	Total experience in L&D Industry	09+ years
2	Number of Coachees	77 till date
3.	Profile of Coachees	Senior Managers, VP, GM & DGM levels
4.	Geographies for Coaching assignment	Middle East, Africa, Eastern Europe, and PAN India
5.	Number of Trainings conducted till date	275+ of 1 to 3 days durations
6.	Number of Trainings conducted in Delhi/ NCR till date	150+ of 1 to 3 days durations
7.	Largest group of participants handled during an INTERVENTION in Singular / Multiple Session	<b>Top 4 Manufacturing Clients</b> HONDA Motorcycle (375), RPG (150+), HP (200+), Samsung (175+)
8.	What methodology do you use in Trainings?	<b>Experiential Learning</b> <ul style="list-style-type: none"><li>Highly interactive where participants go through various online / offline activities, Videos, Slides, Brain teasers, Individual &amp; Team exercises</li><li>Followed by debrief over a complete facilitation mode</li><li>Deep reflections &amp; discussions</li></ul>

Connect with Chander Sharma at :



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