



Manish Gupta



Work Specialization:

Leadership, Strategic Thinking and Decision Making, Leading and Navigating Change, Executive Presence, High Impact Influencing, Negotiations, and Presentations, Leveraging Conflict, Coaching & Mentoring, Building Inspired and Motivated Teams, Consultative Selling, Building Commercial Acumen, and Leveraging Neuroscience and Human Evolution to Shift Mindsets.



Work Experience:

Over 24 years of experience including 19 years in the corporate sector across manufacturing and financial services. Facilitated workshops at mid to senior levels for over 20 corporate names across a diverse set of industries.

Facilitator

Certifications

Strengthscope®, Executive Coaching (People Unlimited), and Facilitation Skills (Rubicon Learning Systems).

Sectors Served

Automotive, BFSI, BPO, Chemicals and Pharmaceuticals, Consumer Durables, Consulting, IT & ITES, Manufacturing, Telecom, etc.

Clientele

ACC, Ambuja Cements, Anand Group, Ariston Thermo, Bank of America, BPL Medical Technologies, Cipla, Origio, Credit Suisse, Crisil, Duff & Phelps, Eli Lilly, Essar Group, Experian, Fino PayTech, HSBC, Indus Towers, Keva, Magma Fincorp, Mahindra & Mahindra, Mattel India, Oracle, PwC, Religare, Royal Enfield, Schneider Electric, Diversey, Tata AIA Life, VBeyond, Vodafone, Wilo Mather Platt, and Workhardt to name a few.

Academic Qualifications

- Post Graduate Diploma in Business Administration from XLRI, Jamshedpur (1996)
- B.E. (Hons) in Mechanical Engineering from Punjab Engineering College, Chandigarh (1992)

To know more, Connect with Manish on:





Work Specialization

- **Manish** is adept at facilitating in the areas of Leadership, Strategic Thinking and Decision Making, Executive Coaching & Mentoring, Leading and Navigating Change, Executive Presence, High Impact Influencing, Negotiations, and Presentations, Leveraging Conflict, Coaching & Mentoring, Building Inspired and Motivated Teams, Consultative Selling, Building Commercial Acumen, and Leveraging Neuroscience and Human Evolution to Shift Mindsets.
- **As a Facilitator:**
 - ✓ **Manish** is able to leverage his 19 years of corporate experience in the automobile industry and financial services across areas like Business Strategy, Operations, Relationship Management, Business and Product Development, and Client Sales Management. Having led large teams and businesses and worked with over 900 clients domestic and multinational clients, he is able to share numerous interdisciplinary examples of live business and people situations in any given client context. This allows him to connect with the audience extremely well, enliven the sessions, customize and contextualize the content, and improve understanding and retention of the concepts. His deep interest in neuroscience and human evolution helps him in getting down to the 'why' behind the 'what' and the 'how' and create compelling constructs to shift mindsets and embrace change.
- ✓ **As an Executive Coach:**
 - ✓ **Manish** is able to leverage his experience of leading large teams and businesses, handling complex people and business situations, his deep interest in human psychology and organizational behavior, and his questioning and listening skills in executive coaching. His coaching clients include many at the CXO level.



Certifications

Manish is a Certified Executive Coach from People Unlimited and is certified in facilitation Skills by Rubicon Learning Systems.



Work Experience

Over 24 years of experience including 19 years in the corporate sector. His last corporate assignment was as Managing Director and Sales Head for Treasury and Trade Solutions at a major multinational bank in India. He has facilitated workshops at mid to senior levels for over 30 corporate names across a diverse set of industries.



Customers Served

Manish has facilitated programs in companies like ACC, Ambuja Cements, Anand Group, Ariston Thermo, Bank of America, BPL Medical Technologies, Cipla, Origio, Credit Suisse, Crisil, Duff & Phelps, Eli Lilly, Essar Group, Experian, Fino PayTech, HSBC, Indus Towers, Keva, Magma Fincorp, Mahindra & Mahindra, Mattel India, Oracle, PwC, Religare, Royal Enfield, Schneider Electric, Diversey, Tata AIA Life, VBeyond, Vodafone, Wilo Mather Platt, and Workhardt to name a few.



Academic Qualifications

Post Graduate Diploma in Business Administration from XLRI, Jamshedpur (1996) and B.E. (Hons) in Mechanical Engineering from Punjab Engineering College, Chandigarh (1992).



Persona

Manish is warm, helpful, curious, and loves to have long conversations over coffee. He believes in learning by inviting discomfort and targets to learn something new every year. This quest has taken him to learn paragliding and skiing, studying and sharing his insights on happiness and human behaviour in marital relationships, writing books on making language learning fun (English Bites! My 'Fullproof' English Learning Formula, Penguin Books, 2012 and Let's Talk in English, Penguin Books, 2015), co-founding a community club ("Coffee & Conversations") for knowledge sharing, and driving cars and campervans on roads less travelled. In 2018 he has started learning Badminton, Hindustani Classical music – Vocal, Ornithology, and Photography.



Awards and Recognitions

- Citigroup Global Trade Star Award
- Citigroup's Best Treasury and Trade Solutions Team in Asia Pacific
- Citi India Ideas Challenge 2012 Award
- Citigroup's Today's Stars and Tomorrow's Leaders Award

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