

PRIYANK NARAYAN

Age: 32 Years, Management & Business Experience: 10 Years

Education & Training

□ Qualification:

- ✓ Masters in Business Administration – Asian Institute of Management, Philippines
- ✓ MBA Exchange – Indian Institute of Management, Ahmedabad (Batch of 2003)
- ✓ Bachelors of Commerce – Delhi University

□ Training :

- ✓ Six Sigma Green Belt Certification – 40 hrs
- ✓ Leadership Readiness for People Managers – 32 hrs
- ✓ Leading High Performance – 16 hrs
- ✓ Train the Trainer on Export Promotion – Conducted by CBI in Rotterdam and India – 6 weeks
- ✓ Export Coaching Program Master Class, Conducted by CBI – 32 hrs
- ✓ Corporate Social Responsibility Implementation by CBI- 16 hrs

□ Invited Faculty:

- ✓ Invited for lectures at IIT Delhi and FMS DU, New Delhi
- ✓ Member of the Student Selection Committee at Asian Institute of Management, Philippines

Areas of Expertise

Export Coaching and Marketing Training

- Coaching and assisting Indian companies to become export ready and export competitive. The process includes:
 - Export readiness Audit
 - Action Planning for Change Management
 - Export Marketing Plan
 - Training of Staff and internal stakeholders
 - Handholding in Tradefair participation
 - Pre and post Trade Fair Participation Review

	<p>- Market Research Data and Reports</p> <ul style="list-style-type: none"> □ Have helped companies to understand Export market for their products and develop a Market Entry strategy for Exports specially in the Automotive Sector.
<p>Organisation al Diagnosis & Design</p>	<ul style="list-style-type: none"> □ Executed a number of organisation diagnostics to assess the health of the organizational systems and processes. □ Creating a comprehensive action plan to serve as a roadmap for organizational change. □ Focusing on creating people centric systems and processes to drive efficiency through a motivated workforce.
<p>Soft Skills Training And People Development</p>	<ul style="list-style-type: none"> □ Have designed and delivered training for a multitude of soft skills in a number of organisations for a cross section of target audience. □ Undertook Training Need Analysis for clients to identify training needs across the organization. □ Designed and executed leadership development programme and team building for IBM and United Health Group.
<p>Strategic Human Resource Management</p>	<ul style="list-style-type: none"> □ Have expertise in setting up the business departments in large organisations. Successfully setup the HR department in one of IBM's BUs. □ Experienced in managing the due diligence and integration of a large scale M&A. Have independently managed the compensation and benefits vertical in an organisation of the size of IBM □ Have provided subject matter expertise in the area of Strategic Human Resource Management to a number of clients as a HR consultant.

Differentiating Competencies

- ❑ **Holistic Understanding of Business**
Having worked both as a professional and an entrepreneur, I have the ability to analyse a comprehensive view of the business, its challenges and how it aligns with its goals.
- ❑ **Visioning and Strategic Thinking**
Ability to help organisations create their vision and bring focus on core competencies. Have worked on a number of goal setting and business streamlining engagements
- ❑ **Team Building and Process Facilitation** – Ability to bring people together from diverse backgrounds, experiences and functions to facilitate and motivate the team to deliver towards a common goal.

Knowledge Areas / Competencies

Function/ Business Process	<ul style="list-style-type: none">❑ International Trade, Sector Competitiveness❑ Entrepreneurship & Business Management❑ Strategic Human Resource Management❑ Recruitment and People Management
Industry	Across all industries, with a special on the Automotive Sector

Word Picture

Priyank Narayan is the Director of Reach Potential Consultants who brings with him the experience of managing various portfolios in Human Resources. Priyank started his career with IBM India as an HR Advisor. He was responsible for setting up the HR work stream in the BPO arm of IBM, managing the employee engagement, training, recruitment and later, the integration of IBM and Daksh. Soon after, Priyank moved to IBM's corporate HR team as the Compensation Partner for domestic operations.

Priyank has been working with clients such the United Health Group, EMD Locomotives, Eltek Group, Dixon Technologies and The Sasakawa India Leprosy Foundation to name a few. His focus lies in the areas of performance management, organization climate and reward strategies.

Priyank has Masters Degree from Asian Institute of Management, Philippines. He further went to study at IIM Ahmedabad from where he joined IBM. He is also a certified Six-Sigma Green Belt.