



Pallavi Shivhare, An excellent orator who deeply believes in the change of perception and personality through structured intervention. She as a corporate incumbent has been a part of middle management and has experienced and observed various human resource trends in the industry. She has more than two decades of experience and a strong background in Learning and Development.

Pallavi Started her Career with ITC welcome Group and served there for two years where she trained IHM and Tourism trainees and build future managers for operations and Hospitality. She ventured into Banking and worked with Standard Chartered, HDFC and ICICI for more than eight years and held a Retail Branch Head position. She was extensively involved in training both new entrants and experienced professionals for selling and behavioral skills. She has also worked as Head T&D with Sharda Group, as a Master Trainer and has mentored more than twenty-five trainers under her. She was one of the founding members of "Industry Interface Cell" under Sharda Group to collaborate with esteem organizations to address their L&D needs.

She has trained more than 50k professionals across various industries and has coached result-focused trainers through her TTT interventions.

Certifications:

Pallavi is a certified behavioral and sales trainer for BFSI, FMCG, and ITES services. She completed her **Training & Development Diploma specialization in TTT, Instructional Designing, and Talent Management from the Indian Society of Training and Development**, New Delhi.

- ✓ Started her journey of, **ACC Performance Coaching** accreditation through ICF.
- ✓ **Certified NSDC Train the Trainer - Under MEPSC Bosch.**
- ✓ **Certified in Behavior and Trait Assessment Tools: MBTI, Firo-B, and VAK** personality assessment and learning style.
- ✓ **Certification in Women Entrepreneurship Program from IIM- Bangalore**

Areas of Facilitation:

- **Classroom facilitation**
- **Virtual facilitation**
- **OJT: On The Job Training for FMCG and FMCE**

Areas of Work:

- Leadership and Coaching Skills
- Sales Training
- Effective Communication Skills
- Goal Setting & Time Management
- Personal Branding
- Emotional Intelligence





Few Train the Trainer certification conducted: Language Fluency

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| <ul style="list-style-type: none">• Tata Capital• Bajaj Finance Ltd• Flipkart• Pesto Tech• Schindler• SupraES• Flipkart• Airtel Communication.• FDP- Sharda University | <ul style="list-style-type: none">• English• Hindi |
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Few Client names that Pallavi has delivered Behavioral Training:

- ALPS- Alpine
- Deloitte
- Ericsson India
- United Health Group Optum
- Axis Bank
- Kohler
- ITC
- ACC Cement
- Gabriel India Ltd
- Joyson
- Zscaler
- Pesto Tech
- APL Logistics
- Schneider Electric
- Relaxo Footwear
- MotherSon Group
- TATA SIA - Vistara
- Reliance Industries (Fresh and Mart)