

**KUSUM GUPTA**

Kusum Gupta is a highly accomplished and renowned trainer with the gifted ability to connect with people and transform their lives. She carries 18 years of extensive experience having worked with Wipro, Bharti Airtel, ICICI and Aegis to name a few. Her contribution in enriching people’s experiences is supported in trainings with tremendous results and practical take aways.

Having shouldered responsibilities from front line CSR to business management to human resources, she brings a wealth of corporate experience which reinforces her skills to impact and connect with the audiences. Kusum has facilitated over one hundred thousand participants across all levels starting from Agents to Sr. Management and more than 1000 workshops across India she has successfully conducted.

She is certified from Aspire Human Capital Management (P) Ltd Gurgaon and has a post graduate degree in Business Administration and a right fit for various types of Corporate and Academic training requirements. She is driven by her passion for training and has a desire to serve as many people as possible in various fields. Her clientele includes:

**CORPORATE**

**IT** – Google, HP, HCL, Xerox, Dell, Sysnet Global, IBM, Citrix, , Capita, Altran Technologies, Sify Technologies, Snap-On Business Solutions, TO THE NEW Digital, Orbit Techsol, Invenio Business Solutions, Quest, Global, IRIS Softwares, G&D, DXC Technologies

**Consulting and Advisory –** EY, Deloitte

**Media and Entertainment –** Times of India, Times Internet

**FMCG**, **RETAIL & Packaging –** Colgate, Godfrey Philips, Loreal, Anmol Biscuit, Arvind Lifestyle Brand Ltd. Rieke Corporation, Ishida India, GFL Group, Euraco Group

**TELECOMMUNICATION** – Reliance, Airtel, Nokia, Prima Telecom, Ericsson

**Power Sector –** NTPC, NHPC, Uttrakhnad Jal Vidyut Nigam Ltd

**BANKING** **& Finance**– Axis Bank, Bank of Baroda, ICICI, Central Bank of India, IDBI, Federal Bank, Hero Fincorp, Mahindra Finance, Ujjivan Small Finance Bank

**AUTOMOBILE** – Escorts Group, JCB, Honda, TVS, J K Tyres, Minda, UNO Minda, Enco Engineers Combine Pvt Ltd, Indo Autotech, Talbros Automotive Components, Cooper Standard India Pvt Ltd. Hella India Automotive Pvt Ltd, India Yamaha Motors, Roki Minda, Spark Minda

**Manufacturing –Goodyear,** India Forge, Shree Cement Ltd. Godfrey Phillips India Ltd. Kone Elevators India Pvt Ltd. Subros Limited,Kancor Ingredients,Eastcompeace Pvt Ltd, FIL Industries Ltd, Schenck Ro-tec India Ltd, Ishida India, Thales Group, GFL Group, DCM Sriram

**INFRA/Building Material** – GMR Airports Developers Ltd, L&T, Omaxe , The Chadha Group, Aggarwal Associates, Emaar Developers

**HEALTH & MEDICARE** – Cipla, Himalya, Boston Scientific India

**ONLINE MKT** - Healthkart, ADG Digital, Dineout India,

**BPO/KPO** – Wipro, Aegis, Toluna, V5 Global

**OTHERS** – Infollion Research Services, Jones Lang LaSalle Property Consultants India Pvt. Ltd (JLL) Transport Company of India, Uttrakhand Forest Department, EPFO Zonal Level Training, Oil and Natural Gas Corporation Limited (ONGC) SGS India Pvt Ltd, Sadrag NGO

**ACADEMICS**

IIT Delhi, IMM, NIFT Delhi, NIFTEM, IMT GZD, GIM Goa, Delhi School of Business, NIIT, IMS GZD, SEED Infotech Ltd, SRM University, GLA University, LOVELY PROFESIONAL University, SRTM University, DIT University, SHRM University, Chandigarh University, Chitkara University, ABES GZD, Ansal University, ITM University, Mody University, Fortune Institute of International Business, New Delhi Institute of Business, Jaipuria Institute of Mgm Noida, Delhi School of Business, Doon Business School Dehradun, GIM, IMS, G L Bajaj

She is a certified resource person from CBSE on its CCE Program and has conducted well appreciated workshops in many renowned schools as AVS, DPS, RYAN, SACHDEVA, DAV, K R MANGLAM, NOTRE DAMN, LA BLOSSOMS, GYAN BHARTI, VIKAS BHARTI, NALANDA, SATYUG DARSHAN etc.

**LEVELS OF EXECUTIVES TRAINED SO FAR**

Agents, Executives, Supervisors, Team Leaders, Managers, Sr. Managers, AGMs, DGMs in Public and Private Sectors on different modules.

**Competencies**

* Customer Centricity
* Change Management
* Time Management
* Conflict Management
* Business Communication and Assertiveness
* High Impact Presentation Skills
* Stakeholder Management
* Stress Management
* Problem Solving and Decision Making
* Team Building -Team Management and Leadership Programs (Inbound and Outbound)
* Planning and Goal Setting
* Leadership Skills
* Influencing and Negotiation Skills
* Group Discussion and Personal Interviews
* Interviewing Skills and Resume Writing
* Corporate Etiquette and Power Dressing
* Life Skills
* Values and Attitudes
* Confidence Building & Motivation

**Personal Dossier**

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