SURESH JOSEPH. S

POSITIVE LIVING

Management Consultant & Corporate Trainer

**Core Expertise ---** (1). **Management Consulting** (2)**. Training**

(1). **Management Consulting**

**Management Consulting**

1. Suresh Joseph Consulting :2012April onwards

Specializing in Global Trade and Logistics, offering consulting and assistance in setting up SEZ units, FTWZ and integrated logistics solutions

1. Consultant**-**Customs, DHL Logistics India Ltd., at Bangalore/Chennai, India (Apr-Sep 2016)
2. Advisor - St John Freight Systems Ltd., Chennai, India (2010 -2011)

Strategy, Business Reengineering, Talent Search, Campus Selection, Projects, Regulatory

30 years in middle/ senior management in Profit Centre, Strategy, Logistics, Supply Chain, Regulatory, Projects, HR/General Management & Administration across industries - (Logistics, Consulting, Oil & Gas, Automobile, Pharmaceutical, Paints, Hospitality & Govt.of India)

Functions: Strategy, Profit Centre, Projects, Operations, Regulatory Advisory & Consulting General Management, HR (T&D, Team Building, Wage Settlement, Union Disputes & Negotiations), Enforcement of Indirect Tax & NDPS Act. Marketing & Selling

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| **Strategy & Business Operations**   * Strategy Roadmap for Start-ups, MSMEs * Organisation Vision, Mission, Objectives * Business Reengineering, Process Mapping, Standardisation Gap Audit & Analysis, Roll out of Industry Best Practices * New Business Initiatives, Projects * Corporate presentation & Talent identification at B-Schools, Educational Institutions * Strategic planning & execution for Profit Centre * Business Architecture & Operations * Set up & administer HO, Zonal/Regional/Branch * Business development & Key Account management | **Logistics / Supply Chain Management :**   * Supply Chain / Logistics Diagnostics, Operations- * Logistics Infrastructure Solutions - Design & Delivery * Air Express, Air, Surface, Ocean Cargo, Coastal Multimodal Transport * Inland Transport, Warehousing / 3PL * Temperature Controlled, Oil & Gas, Auto Logistics * Infrastructure Logistics: Logistic Parks, Freight Corridors, EOU,SEZ, FTWZ, ICD/CFS, Port/Terminal capabilities, Equipments / Handling facility, Warehouses, CFS, Rail / Road Terminal & facilities, Container Train Operations. * Verticals-Cold Chain, Auto, Logistics |
| **Regulatory & Trade Compliance**   * Compliance - SEZ/FTWZ, Customs, ECR, FTP, FTAs * GST Compliance & Legal Support * Advisory & Regulatory interaction * Compliance Audit/ Global Trade Flow Trouble shooters | **Search, Selection & Assessment**   * Senior & Mid-Level Search & Selection * Behavioral Assessment – Assertiveness, Stress, Personality, Work Environment, Job Satisfaction/ Involvement, Conflict Management * Inventory – Keirsey Scale, ISAC, FIRO B * Enneagram, Sociogram, Psycho geometry |

(2). **Training & Mentoring**

# Behavioural & Advance Facilitation Trainer (American TESOL Certified Peak Performance)

# High Impact Presenter (Dale Carnegie Foundation) # Mentor - Counsellor

**Training**

1. Functional Training

* Logistics, Supply Chain, Transportation, 3PL, Infrastructure Logistics, Surface, Air, Ocean Cargo & Inland Transport Management
* Regulatory Compliance- Customs, Global Trade,, GST, Special Economic Zones (SEZ), STP/EOU,

Free Trade Warehousing Zones (FTWZ), Import & Export Management, Foreign Trade Regulations

International Business, Trade Agreements (FTAs), Indirect Tax Administration (Customs, GST)

* Sales & Customer Relations

1. Behavioral Training - Workshops on

* Organisation / Inner Transformation Programmes - Personal Growth /Soft skills, Stress-free, Behavioural & Emotional Wellness
* Inner Healing, Emotion Management, Soft Skills & Personal Development

Certified Counselor – Youth & Adult (Behavioral, Stress, Early Adulthood, Couple Relationship)

1. Education Sector **–** Consultant |Trainer | Resource Faculty

* Research project on Ethical Supply Chain Management at LIBA, Chennai - 2009
* Skill Development Assessor for CII – SR -2010
* HoD- Dept.of MBA, Sacred Heart’s College, TN:, set up operations, strategy roadmap
* Institution Consulting - Faculty Development – 2011-12
* Career/ Industry Development & Placement Training -B-Schools Teaching - Resource Faculty- Management, Strategy, HR, Marketing, Logistics, SCM, Indirect Tax – 2010- till date

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| **Organisation / Inner Transformation Programmes – Workshops** | | |
| Below 30 years ( Entry – Mid Level ) | Above 30 years ( Mid-Level & above) | |
| Live Today, Fix the past - Positive Living  Who Am I – Self Image & Self Esteem, Attitude & Values  Organize Yourself – Personal Effectiveness  Force Inside You – SCM  Target Locked – Goal Setting & Getting  I Dream - Visualisation  Easy Connect - Effective Communication  Zero Stress – Managing Time  All for One – Interpersonal & Team Dynamics  Cold Starters – Corporate & Life Adjustments  I am Right, You Are Right – Conflict Management  EQ - Emotional Intelligence | Life 2.0 …Unwind, Rewind, Unleash your Potential  Do You Have it in You - Leadership  Work-Life Integration – Flow & Mindfulness  Manager’s Blueprint – Life in Corporate  Creativity & Excellence - NLP  Steps to “+” Total Success  Core Strength Application  Magnetize  Peak Success  Brain Writing – Graphology  Body Never Lies- Kinesics, the language of the Body  She - Woman Wellness | |
| Mentoring & Counselling  Behavioural, Emotion Support, Early Adulthood, Couple Marital Relationship, Employee Wellness, Stress free | | |
| 1. Adolescent Counselling 2. Young Adult Counselling 3. Marital / Couple Counselling 4. Mid Life Crisis Counselling 5. Parenting Workshop 6. Happy Nest – Family Nurturing | | 1. Stress Counselling 2. Expressive Arts 3. Graphology / Handwriting Analysis 4. Kinesics / Body Language 5. Emotion Management |

## Functional / Corporate Experience

**Profit Centre & General Management**:

General Manager -Air Freight Division, St John Freight Systems Ltd., an Indian Logistics MNC at Chennai. Profit Centre responsibility for a Business division

**Projects / Strategy:**

General Manager – Coastal Transport, St John Freight Systems Ltd., Chennai, India.

General Manager – Projects, Sical Distriparks Ltd., part of MAC group, Chennai, India

**Logistics / Operations Management:**

Gateway Manager - South India, DHL Express India Pvt. Ltd, a MNC in Air Express & Logistics.

Imports Coordinator, Cairn Energy Pty Ltd., Chennai, a MNC in upstream Oil & Gas industry

**Regulatory:**

Indirect Tax & Regulatory Manager, KPMG (BSR & Co.), Chennai, Consulting industry

Asst.Manager-Indirect Tax, Visteon India, Auto component industry

Intelligence Officer, Narcotics Control Bureau, Ministry of Finance, Govt. of India

Inspector, Customs & Central Excise, Ministry of Finance, Govt. of India

I can contribute value added solutions in

* **Strategy & Business Operations**
* **Regulatory Compliance**(Customs, Foreign Trade, FTAs, SEZ, STPs, EOU, Indirect Tax- GST, Industry Promotion)
* **HR – Training**(Organisation / Inner Transformation, Behavioural Intervention) & **Recruitment** (Search & Assessment)
* **Logistics, Supply Chain, 3PL, Surface, Air & Ocean Cargo, Infrastructure Logistics & Transportation**

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| **Training underwent** |
| 1. Certified Corporate Behavioral& Advance Facilitation Trainer, American TESOL accredited Peak Performance, 2. High Impact Presentation – Dale Carnegie Foundation, Mumbai 3. Effective Interpersonal Relationship Skills, Mumbai 4. Interviewing Skill, Mumbai 5. Development Centre for Asia Pacific Managers, Mumbai 6. Performance Development, Chennai 7. Diploma in Counselling & Psychotherapy, Anugraha, Dindigul, TN 8. Advanced NLP & Motivation, Anugraha, Dindigul, TN 9. Positive & Inspirational Leadership, Anugraha, Dindigul, TN 10. Graphology (Handwriting Analysis), Anugraha, Krishnagiri, TN 11. Kinesics (Body Language), Anugraha, Dindigul, TN 12. Inner Child Healing, Anugraha, Dindigul, TN 13. Family Enrichment, Anugraha, Dindigul, TN 14. Warehouse Management Act., MoA, GoI, Chennai 15. Warehouse & Inventory Management, CII, Chennai 16. Finance for Non-Finance Professionals, Mumbai 17. Hub & Gateway Management – Leadership in Action, Singapore 18. Transportation Standardisation Process, New Delhi 19. UAS, Quality Control Centre, New Delhi |

**Assignments Handled**

* Advisor with 2 midsize Logistics organisations at Chennai, India for Regulatory, Strategy & Projects
* Logistics/Supply Chain Training for Senior Executives /Managers of Same Duez Tractors, Ranipet TN
* Public Programme - International Trade Compliance for Senior Executives /Managers
* Conducted regular sessions on General Management, Logistics, Supply Chain, Transportation, Regulatory, Human Resources, Soft Skills as a Visiting /Guest Faculty for various institutions:
* Associated with a Research Project on Ethical Supply Chain Management in Indian Industry conducted by Centre for SCM & Logistics, Loyola Institute of Business Administration (LIBA), Chennai, India
* Involved in the setting up, operations and strategy roadmap and implementation of MBA department in a reputed College in north Tamil Nadu.
* Associated with Skills Assessment Scheme, Confederation of Indian Industry**(CII)**, as a Senior Assessor

Look forward to meet & discuss at your convenience.

Warm Regards

Suresh Joseph | Hand phone:  + 91 9600045557, 98402 45545    
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Encl.: Workshop Brochures