

**HARI KRISHNA K**

**Corporate Leadership & Workforce Transformation Strategist**  
**Hyderabad, India**

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## PROFESSIONAL SUMMARY

A **Certified Corporate Trainer** with **16+ years of expertise** in **Executive Leadership Training, Performance Optimization, Organizational Change, Strategic Negotiation, and Cross-Functional Team Synergy**. Specialized in **Outbound Training, Workforce Transformation, and Behavioural Excellence**.

- Designed and delivered training programs for **MNCs & Fortune 500 companies**, enhancing **workforce agility, leadership effectiveness, and business adaptability**.
  - Expert in **Leadership Influence, Emotional Intelligence, Motivation Strategies, Resilience Building, and Executive Decision-Making**.
  - Skilled in **Performance Metrics Integration, Predictive Analytics, and Corporate Learning Innovations**.
  - Specialized in **Conflict Management, High-Stakes Negotiations, Stakeholder Collaboration, and Performance-Driven Culture Development**.
  - Experienced in **Enterprise Change Execution, Workforce Transition Planning, and Digital-First Leadership Strategies**.
  - Incorporates **Behavioural Science in Leadership**, leveraging modern corporate psychology to enhance decision-making and team dynamics.
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## CORE SKILLS & EXPERTISE

- **Executive Leadership Training** – Emotional Intelligence, Influence, Culture Transformation, Trust-Building, Resilience, Strategic Visioning
- **Workforce Performance Enhancement** – OKRs, KPI Alignment, Predictive Analytics, Dynamic Feedback, High-Performance Coaching
- **Enterprise Change Execution** – Organizational Adaptability, Change Leadership, Workforce Transition Management, Agile Business Models
- **Interdepartmental Leadership Alignment** – Stakeholder Engagement, Organizational Synergy, Innovation-Driven Collaboration, Enterprise Agility
- **Strategic Business Negotiation** – Conflict Resolution, High-Stakes Deal-Making, Persuasive Communication, Crisis Negotiation Frameworks
- **Data-Backed Workforce Insights** – Evidence-Based Leadership Decision-Making, Leadership Metrics, Workforce Transformation Strategies

- **Corporate Training & Experiential Learning** – Leadership Mastery, Immersive Learning, Talent Development, Business Storytelling
  - **Advanced Executive Strategies** – Corporate Leadership Strategy, Career Progression Coaching, Behavioural Science in Leadership
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## PROFESSIONAL EXPERIENCE

### Corporate Leadership & Workforce Transformation (2008 – Present)

### Freelance Executive Coach & Business Consultant (2021 – Present)

- Delivered **Executive Leadership Training & Influence Programs**, focusing on **Emotional Intelligence, Trust-Building, and Culture Reinvention**.
  - Developed **Performance & Productivity Strategies**, integrating **KPI-driven analytics, coaching methodologies, and real-time feedback systems**.
  - Led **Enterprise Change & Workforce Transition Training**, enabling companies to **adopt agile transformation and sustain business continuity**.
  - Designed **Cross-Functional Leadership & Stakeholder Engagement Programs** to strengthen **collaboration and interdepartmental synergy**.
  - Conducted **High-Stakes Negotiation & Conflict Resolution Training**, helping leaders master **business persuasion and crisis mediation techniques**.
  - Integrated **Strategic Leadership Metrics** into corporate learning programs, enhancing **decision-making agility and workforce performance**.
  - Spearheaded **Hybrid Workforce & Digital-First Leadership Training**, ensuring seamless collaboration in **modern, dynamic work environments**.
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## CLIENTS HANDLED

- **Tata Consultancy Services (TCS)** – Leadership Development, Business Storytelling, Workforce Adaptability, Strategic Decision Intelligence, Performance Leadership, Cross-Functional Collaboration, Conflict Resolution, Change Management
- **Hyundai Mobis** – Executive Coaching, Leadership Impact, Organizational Agility, Change Execution, Workforce Resilience, Performance Management
- **Saint-Gobain** – Performance Excellence, Predictive Leadership Analytics, KPI-Driven Culture, Dynamic Workforce Systems, High-Performance Team Culture, Setting Clear Expectations
- **Airtel B2B** – Sales & Leadership Enablement, Customer-Centric Growth, Business Negotiation Strategies, Enterprise Conflict Resolution, Strategic Market Positioning, Trust-Building & Accountability in Leadership

- **Illumine Knowledge Resources** – Crisis Leadership, Leadership Development Strategies, Organizational Transformation, Change Navigation, Workforce Optimization, Leading by Example
  - **CollegeDekho** – Branding for Influence, Executive Business Storytelling, Leadership Development in the Education Sector, Performance Coaching, Motivation & Team Inspiration
  - **Centum Learning Pvt Ltd** – Leadership Mastery, Workforce Engagement, Executive Coaching, High-Impact Talent Development, Setting Clear Expectations & OKRs
  - **Kaizen Training Solutions Pvt Ltd** – Innovation-Driven Leadership, Change Execution, Advanced Sales Strategy, Decision Science in Leadership, Conflict Management, Negotiation Techniques
  - **Tech-Driven Startups & SMEs** – Digital Leadership Excellence, Data-Driven Decision Frameworks, Hybrid Workforce Optimization, Agile Leadership Development, Stakeholder Engagement & Productivity Management
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## CERTIFICATIONS & RECOGNITIONS

- **Certified Master Trainer** – NIST & ICIA (2024)
  - **Certified Train-the-Trainer (TTT)** (2024)
  - **Certified NLP Practitioner** – EMOCARE (2021)
  - **Certified Airtel B2B Sales & Business Consultant** (2021)
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## CONNECT & ENGAGE

Looking to **develop leaders, optimize workforce potential, and drive enterprise transformation**? Let's collaborate!

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