**CURRICULUM VITAE**

**Deepak Kumar**

General Manager – Management Development Function, IDEA CELLULAR LTD; Gujarat

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**Objective**

Touch lives through a process of development

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**Certifications**

* Structured approach to Learning Design (ABG Certification on Instructional Design)
* Associate Certified Coach (ACC) from International Coach Federation
* Certified Life Coach
* Master Practitioner in NLP
* FIR0-B Certified
* Certified Six Sigma Black Belt from American Society of Quality (ASQ)
* Certified Manager for Quality / Organizational Excellence from ASQ
* Certified Lead Auditor from CII
* Certified Consultant and Trainer for The Assessment Center – Profiles
* Certified Manager for Call Center Agents Training

**RELATED WORK EXPERIENCE**

Since March 2004

**Idea Cellular Ltd**: UPW Circle / Gujarat Circle

* Leading the training initiatives of the circle operations of nearly 550 team members from Identification of training needs to facilitating the programs as per the organizational needs
* Part of the COE team for NLP in Idea with responsibility of developing a road map for NLP and developing and rolling out programs.
* Have developed and rolled out innovative training programs for the team at vertical head level and the talent team
* Initiated and rolled out a program for developing the supervisory capability of the frontline sales team members
* Building Coaching talent of select team in the circle by training them in coaching competencies and being a coach to them
* Led the TQM initiatives in the UPW circle as a black belt and was recognized for significant savings in projects

**Self Employed**: Trainer (Jan 2003 to February 2004)

* Trained teams in Maruti Suzuki, SK Industries, Globus Stores
* My first assignment as a coach to SK Industries:ChainiKhainiSales Team

**Texaco Chevron: East India** (June 1999 to January 2002)

* Responsible for the sales operations of states of Bihar, Jharkhand, Orissa, North East and West Bengal leading a lead of 8 team members and was based at calcutta
* Built the distribution structure in almost all the states from scratch in terms of C & F agents, distributors and retailers
* Was also on deputation to SPIC group to develop an understanding of the LPG operations under the brand SPIC Jyothi. Was based in Chennai for 4 months

**Walt Disney Consumer Products:**Bangalore / New Delhi (August 1996 to Feb 1999)

* Part of the initial team that set of the Walt Disney franchisee operations in India
* Contributed to building software the retail operations based on JIT concept
* Setting up the franchisee network, at first in South India and then across North India
* Managing the distribution of the merchandise from the 50 odd manufacturers to retail stores with ELBEE providing the framework
* Merchandise selection for the stores

**TTK Pharma Ltd – Consumer Products**– ORISSA (July 1993 to July 1996)

* Led the sales operations for the state of Orissa as Area Sales Manager with a team of 9 team members
* Was responsible for all the three divisions - consumer, OTC and the food division
* As a MT, trained as a Sales Representative and Supervisor in Orissa and Gujarat.

**Personal Details**

* Father’s Name: Dr. D.P.Srivastava
* Date of Birth: 19th December 1967

**Interests:**Squash /Renbukai Karate / Cycling / Reading

**Education**

* MBA from Kanpur University, 1993
* BSC from Allahabad University
* 10+2 from Ravenshaw College, Cuttack
* ICSE from Stewart School Cuttack