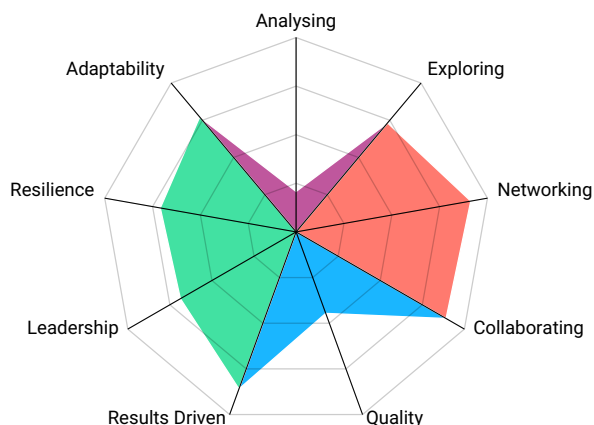


# Raju Kumar Yadav

Networker

Achiever

Adaptable



## Thinking

Analysing | Exploring

Raju Kumar is curious and likes to explore new ideas and approaches. When faced with a problem, Raju Kumar tends to think out of the box and enjoys considering a wide range of alternatives. Raju Kumar looks for opportunities to learn and thrive in roles which offer them novelty and variety. On the flip side, Raju Kumar may get bored in routines and at times may be perceived as overly optimistic or having impractical ideas.

Raju Kumar prefers to take decisions based on feelings or instinct rather than rely on evidence. As a result, Raju Kumar tends to pay attention to different views and opinions rather than spending their time analysing data.

## Connecting

Networking | Collaborating

Raju Kumar is someone who feels at ease when connecting with new people and generally has a well-developed network.

Raju Kumar displays empathy towards colleagues and finds it important to listen to their points of view. Raju Kumar is likely to involve others in key decisions and plans. Raju Kumar gives credit where it is due and delegates easily when necessary.

## Executing

Quality | Result Driven

Raju Kumar tends to be systematic, methodical and organised and delivers within deadlines. Raju Kumar is reliable and disciplined and driven to achieve their goals.

Raju Kumar doesn't get lost in detail however can sometimes overlook mistakes.

## Progressing

Leadership | Resilience | Adaptability

Raju Kumar is comfortable with working in rapidly changing environments.

Raju Kumar enjoys discovering new cultures and approaches and the learning opportunities these bring.

Raju Kumar recovers quickly from setbacks and does not let negativity pull them down.

Raju Kumar views failures as learning opportunities and an intrinsic part of the route to success.

Raju Kumar enjoys taking the lead in groups and considers other's opinions when taking decisions.

Raju Kumar enjoys being in charge and is lively and talkative in groups. Raju Kumar is comfortable sharing their ideas and tends to be assertive and dominant.

Raju Kumar is focused and drives their team towards desired outcomes irrespective of obstacles.

## Role Fit

- Roles which involve a lot of people interaction.
- Roles within sales or business development.
- Roles which may involve managing multiple stakeholders or building deep relationships with key accounts.
- Roles with clear goals or timelines, where performance can be easily measured.

## Organization Fit

- Organisations that promote team work and collaboration across business lines.
- Organisations that are fast paced, results oriented and offer clear career paths linked to your performance.