# Neelam Agarwal Gurgaon, Haryana

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# **Summary**

Overall 11+ years of experience with 6+ Years of experience in Learning and Development.

I am a seasoned Learning and Development Professional. I am a problem-solving and result-oriented professional. I have completed a professional diploma in Training and Development (PGDTD). An expert in Training & facilitation skills. I have developed engaging & interactive content using Adult learning principles (ADDIE, etc.) and instructional designing models basis the requirements of the need of audience and course. Naturally, I am inclined towards analytics given my analytical personality type & professional experience in Quality monitoring and usage of Quality Control tools. I thrive in a dynamic environment. I am an effective communicator and strongly believe in the quality of work produced.

2010- RG Stone Urology and Laparoscopy Hospital-Bio-Medical Engg

2013- Aegis BPO, Quality Analyst 2017- Home Credit-Collections- Trainer, Quality Analyst 2021- Wuerth India Pvt Ltd, Assistant Manager- Learning & Development

















2012- Contel Medicare systems, Sales and Service Engg.

2015- Magnum BPO, Reliance Quality Analyst 2020- Home Credit- Security Assistant Manager- Training & Quality 2023- Asahi Glass India Pvt Ltd, Deputy Manager-Learning & Talent Development

**Working Experience Timeline** 

#### **Achievements**

- Successful curriculum design, content development & implementation of Campus to Corporate program using a Learning Management System (LMS)
- Successful curriculum design, Content development & re-designing, and delivery of Legal collection training process
- Spearheaded Corporate Social Responsibilty (CSR) initiative of "Joy of Giving" engagement activity
- A member of the pilot training team of the Corporate Social Responsibility (CSR) project to maximize financial literacy amongst college-going youth
- Successfully deployed "Training Academy" for front liners and support staff to develop their skills and make them future-ready
- Successfully deployed Training Analytics management system in the Security department
- Recognised as "Voice of Home Credit" for Voice overs in E-Learning modules
- Recognised as a master trainer for Effective Presentation Skills (in-house training module

#### **Educational Qualifications**

- Post Graduate Diploma in Training and Development from ISTD- Indian Society of Training and Development
- B.Tech. Biomedical Engineering from Rajasthan Technical University Kota with an Honors degree

## **Projects and Trainings**

### **Projects**

- Campus to Corporate Program: An E-learning training program to prepare students for a smooth transition from academia to the professional world
- Construction Capability Building Program: Designed and Executed Skill & knowledge development learning Program for Construction Division across India
- Two-Wheeler Capability Building Program: Designed and executed Skill & knowledge development learning Program for Two-Wheeler Division (Company Initiative) across India
- Vendor Training: End-to-end management of Onboarding training for Vendors across India
- Training Academy: For front liners and support staff to develop their skills and make them future-ready
- Legal Collection-NHT: Curriculum design, Design and development of content, and delivery of training
- Training Design, Content Development and delivery of Effective communication, Change management, Body Language, Problem Solving and Decision Making, Leading and Supervising, Managing Performance, Developing others, and Delegation to directing others training module
- Designed and Developed training module of Problem Solving and Decision making
- **Competency Based Training:** Designed, developed & delivered training modules on Competencies like Planning and preparation, Drive for results, Influencing skills & Personal Effectiveness
- **Super Buddy**: Project for Improvement in sales performance.
- Designing, Developing & voice-over of interactive 5-10 minute video content
- **Micro-Modules project** Preparing 7 to 10-minute videos to groom Front liners on behavioral topics like influencing skills, Email etiquette, Business communication, Conference room etiquette, etc.
- Successfully completed Seven Quality Tools Project on Super Calls

#### **Training Received**

- Received in-house training on Influencing skills, Gangne's nine-step model, Managing Change,
   Presentation Skills, 7 Smart Quality Tools, Creative Problem Solving, Delegation and Prioritization,
   Interviewing Skills, Email Etiquette, Effective Presentation, Conflict management, POSH, Financial Literacy, Negotiation skills.
- 4 days of in-house training regarding the basics of the role of a QA and various strategies for effective audits and analysis based on it

# **Professional Experience: Key Responsibilities**

# **Deputy Manager-Learning and Development (Asahi & Wuerth)**

- Managing end-to-end Learning and Development (L&D) process including Training Need Identification
  (TNI), Training Need Analysis (TNA), Training calendar, design to deployment of learning solutions, and
  evaluation of learning impact (Training Effectiveness).
- Applying learner-centric development techniques like ADDIE, VARK, instructional design methodologies,
   70-20-10 model, etc. in the learning programs/initiatives and content
- Expert in Training Delivery and Training Facilitation via ILTs (Classroom Training), VILTs (Virtual Training), and Content Development.
- Expert in **designing and developing content/ Content creation & learner support material** for Behavioral Training, Competency Based Training, E-learning, and other learning interventions
- Design, plan & execute **data-backed learning solutions** for various organization development interventions based on identified skill gaps to build employee capabilities ( (Learning Experience Designer)
- Capability Building initiatives based on the initiative/projects undertaken by the organization (Business impact Projects)
- End to End management of Learning Management System (LMS)
- Employee engagement activities
- Stakeholder management

Vendor Management

# **Assistant Manager- Training & Quality (Home Credit)**

- Managing end to end Training & Quality (fraud investigation)
- Training includes New Hire Training (NHT) via ILT (Classroom) and virtual ILT, Special Intervention, Vendor Training, etc.
- Capturing Training Need Identification (TNI), Training Need Analysis (TNA) planning, and conducting refreshers
- Expert in Training Delivery and Training Facilitation via ILTs (Classroom Training), VILTs (Virtual Training), and Content Development.
- Interactive Content creation, learner's support material, and updating content as per requirement & periodically
- Content Creation includes: Micro-learning and Video courses, Behavioral and skills enhancement training
- End to End creation and management of Standard Operating Procedures (SOP) and process Manuals
- Played a key role in transitioning from share drive to cloud-based data and information sharing and data keeping using Microsoft Sharepoint (digital transformation)
- Driving business & process improvement projects
- End to End Management of Learning Management System (LMS) and Driving e-learning course completion across the company
- Implementing and maintaining Training analytics
- Assessed quality issues and vulnerabilities of production operations, reported findings to stakeholders, and made suggestions for mitigation and improvement strategies

# **Trainer (Home Credit)**

- Managing end to end training & On Job Training of New Hired Trainees(NHT batch), support staff, etc
- Regular training activities like Training Need Identification, planning and conducting refreshers,
   compliance audits, remote call Monitoring and live call Monitoring, data maintenance, upskilling, process improvement & streamlining existing processes.
- Interactive Content design, creation, development, and learner's and trainer's aids
- Training delivery and Training facilitation
- Employee engagement activities
- Driving business and process improvement projects
- Conducting special sessions for supervisors and front liners to improve their behavioral skills, knowledge
  like body Language, change management, effective communication, and Technical training like Excel,
  Powerpoint, and In-house applications.
- Responsible for maintaining training analytics and sharing dashboards with the stakeholders
- Supporting business as per requirements like managing the production floor in the absence of Team leaders, providing call support, Supervisor calls, etc

### Quality Assurance Analyst (Home Credit, Magnum & Aegis)

- Assessed quality issues and vulnerabilities of production operations, reported findings to stakeholders, and made suggestions for mitigation and improvement strategies
- Conducting various activities and projects to implement improvement strategies for process and business
- Regular day-to-day activity of quality assurance analyst like dip-check, Audits, special audits, Selfimprovement sessions, feedback sessions, sharing reports to stakeholders like performance reports, performance improvement reports

- Supporting business as per requirements like managing production floor, provided on-call support, Supervisor calls, etc
- Usage of Excel formulas & QC tools for dashboard creation, like, pivot tables and charts, basic data scrubbing, Pareto charts, etc.
- Supporting business as per requirements like managing the production floor, providing on-call support,
   Supervisor calls, etc
- Taking initiatives like preparing quality review decks for clients, grooming aspiring advisors for higher responsibilities, soft skills & communication skills training advisors
- Managing documentation and Reports of each process like Dashboards, ACPT reports, TNI, etc
- Conducting various projects & activities to improve Quality like Quality calendar, Calibration, Weekly call listening sessions, huddles, long call audits, Wow calls, Dip checks, etc

## Sales and Service Engineer (Contel Medicare Systems)

• Sales and Service of Medical Equipment & instrument

### Biomedical Engineer (RG Stone Urology & Laparoscopy Hospital)

- Service and Maintenance of Medical Equipments
- Procurement of Medical Equipment
- Monitoring of all the Delhi Branches
- Managing documentation in the Biomedical dept regarding N.A.B.H. accreditation.
- Monitoring of medical equipment & instruments in Operating Room

# **Key Skills**

- Training Facilitator, Expert
- Instructional Design, Expert
- Quality Coach, Expert
- Communication Skills, Expert
- Problem-Solving Skills, Expert
- Time management skills, Skillful
- Leadership Skills, Skillful
- Influencing Skills, Skillful
- Interactive Content Creation & development, Experienced
- Employee Engagement, Expert
- Working knowledge of Microsoft Excel, Microsoft PowerPoint, Microsoft Word, Articulate storyline, SharePoint
- LMS: Stratbeans, Upside/Invince

### **Hobbies**

Reading Books, Sketching & Storytelling