

BINU VARGHESE

VISIONARY THINKER, CHANGE MANAGER & RISK TAKER WITH ENTREPRENEURIAL DRIVE

A VERSATILE, HIGH – ENERGY PROFESSIONAL, SEEKING “FREE-LANCE” OPPORTUNITIES IN TRAINING / BUSINESS CONSULTING /COACHING/ MENTORING FOR YOUNG ADULTS AND COUNSELING INDIVIDUALS FOR CAREER GUIDANCE AND PERSONAL CHALLENGES.

Personal Details:

DOB 24/12/1970 Languages Known: English, Hindi & Malayalam Current location: Jabalpur (MP).
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Executive Profile:

- Inspirational and impactful Trainer for People Development of Young Adults.
- Specialises in Training for Job Interviews, Personality & Soft Skill requirements.
- Take-charge Leader who overcomes profit & growth challenges, offering extensive experience of 24 years.
- Gained immense exposure in most geographical markets in India, while coming from a Kerala background, was born & brought up in Rural India- Jabalpur and worked in National and International Management Roles.
- Ardent Debater/Public Speaker, contributed Nationally/Internationally, by being part of various NGOs for National Integration (Nehru Bal Sangh) and Founder President of Navchetana (NGO), International Youth Development Groups. Key Note Speaker in the World Youth Day Conference, in Denver Colorado, USA.
- Founder President of "The Pilgrim Walk", Human Resources Development Group
- Pivotal in acquisition of Florale India Pvt. Ltd. as MD of AB Mauri India.
- Possesses excellent communication, decision-making, problem-solving, Leadership skills with proven capabilities.

Key impact areas

TRAINING	COACHING/MENTORING/COUNSELLING
P&L MANAGEMENT	LEADERSHIP TRAINING
PERSONALITY DEVELOPMENT	PERSONAL COUNSELLING
MANPOWER MANAGEMENT	APPROPRIATE DELEGATION
GOAL AND TIME LINE SETTING	COLLAORATIVE
TEAM IS THE WINNER	CHANGE MANAGEMENT

Notable Accomplishments Across the Career:

- Started career as Junior Sales Officer, got promoted to Regional, National & International responsibilities just by working with 2 Companies across entire career of over 24 years.
- Successfully managed portfolio, penetrated & expanded leadership in International markets such as Sri Lanka, Malaysia, Pakistan, Singapore & Vietnam, All Countries in South Asia / Middle East, with AB Mauri.
- Renowned as the only Asian candidate to be selected in "Global Fast Track Career Grooming Group", have exposure with Insead University of Paris.
- Directed team to acquire "Florale India" by AB Mauri in **2006**

Soft skills

COMMUNICATOR

MOTIVATOR

TEAM PLAYER

INNOVATOR

**CONFLICT
MANAGEMENT**

Education

- Schooling from St. Aloysius H. S. School, Jabalpur.
- B.COM & M.COM from RDVV University Jabalpur, MP in 1989 to 1994
- Leadership Development Programme, Bristol, UK (Sponsored by Associated British Foods) in 2008
- Management Diploma from Symbiosis Centre of Distance learning, Pune in 2007.
- Corporate Management Education from Faculty of Management Studies-(FMS), Delhi University in 2000 (sponsored by Nestle)
- Certification from International Coaching Federation-(ICF), USA, for Coaching, Mentoring and Counselling.
- Executive Management Education – Insead University, Paris.

Significant Achievements:

- Adjudged with National Youth Award from National Youth Centre, Delhi, as "Outstanding Achiever" in 1998
- Represented India and delivered the keynote address at the World Youth Day celebrations at Denver in USA, 1995
- Selected for International Representations to 14 different countries in Europe, America & Asia from 1989 to 1995
- National Leader with Nehru Bal Sangh, Founder President of NAVCHETANA, an All-India NGO, with over 1600 Youth as members
- Elected as the School Captain and awarded Best Aloysian student for Final Academic Term

Entrepreneurial Experience

Oct 2014 to Present with The Pilgrim Walk as Founder/Director

Deputations: India, United Kingdom.

Key Result Areas:

- People Development Trainer.
- Business Consultant –Review & Reorganising where required.
- Developing, reviewing on Business Development strategy, executed within time frames.
- Formulating strategies for “Alternative Leadership Development” for Organisations.
- Change Management Coach for Individuals and Organisations.

Corporate Work Experience:

>>Feb 04 to July 14 with Associated British Foods (Mauri Division) UK Plc.

Feb 04 to Apr 06 as Marketing Manager / May 06 to Jun 09 as General Manager/ Jun 09 to Jul 11 as Director - South & West Asia

Aug'11 to Jul 14 as Managing Director. Reported to Global CEO, UK

Achievements:

- Appointed as Managing Director - Reporting departments being Sales, Marketing, Finance, HR, Distribution, Supply Chain, Operations.
- Steered efforts to achieve exceptional business growth of 17% - 28% YOY from 2005 to 2008
- Participated in “Business Leadership in a Competitive Environment course in Indian School of Business,(ISB) Hyderabad in 2007
- Planned national distribution strategy to drive customer demand, thereby establishing the company from a market leader in Yeast, to a National Leader in Bakery Ingredients.
- Envisioned potential of Bakery Ingredients Business - directed launch of 29 new products and in excess of 45 Corporate partnerships like Pizza Hut, Domino's Pizza, Bonn, McDonald's, Britannia
- Attained the growth of Bakery Ingredients portfolio by 40% YOY for 3 consecutive years- benchmark standard for entire global structure
- **1995to 2004 with Nestle India Pvt. Limited**
- **1995 to 1997 as Junior Sales Officer, Mumbai/Bangalore**
- **1997 to 1999 as Senior Officer for Technical Ops Training in, Moga, Punjab**
- **1999 to 2004 as Brand Manager & Head of Foodservices & Supply Chain**

Achievements:

- Realigned sales promotion activities in Mumbai Branch, elevated revenue by more than 300%
- Selected by Management for a project in India, (SMIT), for Rural Market Development.
- 4 Corporate Training Programmes at Tata Management Training Institute (TMTI) in Pune
- Intensive Marketing/Sales Training Course, in Nestle Taiwan in 2002
- Technical Training in Factory regarding HACCP Studies on Coffees, Sauces and Noodles