

## Contact

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(LinkedIn)  
[www.vinodkpandita.com](http://www.vinodkpandita.com) (Personal)  
[calendly.com/ablecoachinghub/](http://calendly.com/ablecoachinghub/)  
clarity-call (Other)  
[pmcact.com](http://pmcact.com) (Company)

## Top Skills

Strategy  
Management  
Management Consulting

## Languages

Hindi (Native or Bilingual)  
Punjabi (Full Professional)  
Marathi (Elementary)  
Kashmiri (Native or Bilingual)  
English (Full Professional)

## Certifications

NBI Accredited Professional

## Honors-Awards

Rashtriya Udyog Ratna Award  
International Entrepreneur Award

## Publications

SME World  
Reinventing MSME Business: 10  
Golden Rules for MSME Turnaround  
& Business Leadership  
Phagwara Going Lean  
Quality Management in Public  
Healthcare

# Vinod C Pandita

I HELP MSME FOUNDERS TO LEAD THROUGH STRUGGLE TO  
SUCCESS | 2X PROFITABILITY | 5X PERSONAL INCOME IN 100  
DAYS MSME Success Coach | Leadership Mentor | Public Speaker  
Founder&CEO @ Perception Management Consulting.

Gurgaon, Haryana, India

## Summary

Founder & CEO at Perception Management Consulting Pvt.  
Ltd. since 1997 and Founder & Business Coach at AbleCoaching  
since 2018, I have been delivering impactful auditing, consulting,  
coaching and training services to Large Corporates and MSMEs  
cutting across 47 industry segments for all these fulfilling 27 years.

I am a certified practitioner, lead auditor and master trainer in the  
fields of Strategy, Quality & Performance Management.

Supported by my professional team of experts, I have been  
delivering value added services to our clients in the areas of QMS,  
EMS, OHSMS, IATF, EnMS, ISMS, FSMS and many more generic  
and industry specific standards.

I am an accredited International NBI Practitioner & I teach, train and  
coach HPI (High Performing Individuals) to become leaders in their  
life to drive change and transformation in businesses and life.

I am a QCI Certified ZED Master Trainer and we are Empanelled  
Consulting Firm with two prestigious implementation agencies viz'  
NPC and QCI.

I am an ICF (USA) Certified Intelligent Leadership Coach and  
a Business Turnaround Expert helping MSMEs transform their  
businesses into highly organized and profitable businesses.

With my international exposure, diversified professional background,  
and rich experience in delivering highly challenging consulting  
projects in the areas of Strategy, Standards, Sustainability, Safety,  
and Skill Development, I have successfully executed over 800+

customized engagements with my dynamic team of professionals, industry experts, and business associates.

I have authored two books on public healthcare, received prestigious awards for my contribution to Indian industry, and spoken at national and international platforms on leadership, entrepreneurship and business excellence.

I have authored book titled “The Powerful CeO” which is one of the most sought after business coaching implementation handbook transforming MSMEs in India and currently in the process of getting it's full version published in 2024.

I have designed 10+ high impact engagement models which have resulted in 10X growth and profitability for our clients.

My mission is to help 100K MSMEs gear up in the value chain and become mid-size corporates building wealth while creating impact in their respective markets.

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## Experience

Perception Management Consulting Pvt. Ltd.

Founder & CEO

February 1998 - Present (26 years 8 months)

Gurgaon, India

Vinod has International exposure and a diversified professional background with his rich experience in the field of Strategy, Standards, Sustainability, Safety and Skill Development across manufacturing, logistics & supply chain, infrastructure & construction, oil & gas, public healthcare, education, and service sectors.

### Training Expertise

Vinod is trained by international trainers like John Mattone, Kobus Neethling, Robin Sharma, Shiv Khera and Bele Selekane to name few. Vinod has attended training programmes, workshops, conferences in India, South Africa, Dubai and Germany.

He is a regular speaker at National, International conferences, BMO forums, educational institutions and corporate events.

Vinod has been invited as Key Note Speaker, Subject Matter Expert and Motivational Speaker by brands like TNT, Godrej, Pantaloon, Holcim (ACC) Cements, Schneider Prototyping, Safexpress Logistics, Hexaware Technologies, Oracle, Coca Cola, Brother, Madame, KNPC and prestigious forums like CII, FICCI, PHD, SME World, Business World to name few including government institutions and engineering & management schools.

#### Books & Publications

Vinod has authored two books titled “Transcending Gaps in Public Healthcare” and “Quality Management in Public Healthcare” both published by Ministry of Health & Family Welfare, Government of India and more than 10 published articles on business performance, quality improvement and personal development.

#### Awards and Recognition

Rashtriya Udyog Ratna Award conferred by Quality Brands India and National Education and Human Resource Development Organization (NEHRDO) in 2012.

Outstanding International Entrepreneur Award conferred by National Economic Growth-Times in November 2013.

#### ABLE by Vinod K. Pandita, Academy for Business Leadership & Entrepreneurship

Chief Mentor & Business Turnaround Coach

January 2020 - Present (4 years 9 months)

Gurgaon, Haryana, India

#### MSMEx

Business Processes & Systems Expert

July 2019 - Present (5 years 3 months)

Gurgaon, Haryana, India

MSMEx is India's premium digital advisory platform. We are delivering one to many affordable advisory, consulting and business coaching services to MSMEs of India for their next level growth and success. I deliver value adding business coaching interventions to business owners through this platform and many businesses are getting benefited from this unique and powerful coaching and consulting systems.

Fablas Impex Pvt. Ltd.  
Chief Executive Officer  
May 2023 - October 2023 (6 months)  
Delhi, India

I am on a mission to be CEO at 100 SMBs since 2018 to help SMBs transform into mid size corporates, this assignment is my 58th significant engagement as Chief Enterprise Officer to help this 25 year old FMCG local brand to become India's leading FMCG brand in cleaning and hygiene segment.

The objective is to take this company's growth by 4X with never-before Profitability in 24-36 months implementing everything possible to build a new brand in the market from an unorganised wholesale to organised (GT/MT/ ECOM/B2G/PL) channels.

This engagement includes capacity building of manufacturing facilities and setting financial ratios right.

AVRO INDIA LIMITED  
Chief Executive Officer  
July 2020 - June 2022 (2 years)  
Ghaziabad, Uttar Pradesh, India

Led AVRO a local brand in plastic furniture industry segment as part-time CEO for 2 years and have helped this company to get organised with systems and processes at one level and helped this company in building a long lasting succession plan involving second generation for times to come. This company has profitably grown 2X in 36 months from 2020-2023 by various interventions such as backward integration and strengthening distribution model.

The company is now on a path of becoming India's leading brand in its category and has set a new goal of becoming mid-size corporate by 2030.

Trafag AG  
Assistant Manager- Procurement & Supplier Development  
August 1995 - December 1997 (2 years 5 months)  
New Delhi

Supplier Selection, Audits and Approvals

Part Costing and Commercial Negotiations

Purchase Management

Supplier Development Programmes

Handled technologies covering injection molding, aluminium casting, investment casting, sheet metal, turned components, packaging et al.

Hero MotoCorp (Sandhar Industries)

Engineer- Purchase & SQA

January 1995 - March 1996 (1 year 3 months)

Vasant Vihar, New Delhi

I joined HERO Group but was given a mandate to work with there one of the leading Tier-I Supplier, Sandhar Locking Devices directly reporting to MD of company to streamline suppliers of locking systems and rear view mirrors of CD-100 and Splendour bikes in those days of two wheeler bikes era.

Bharat Forge Ltd

Graduate Engineering Trainee

May 1993 - December 1994 (1 year 8 months)

Pune, Maharashtra, India

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## Education

International Coaching Federation (USA)

Intelligent Leadership Coach, Leadership in Business · (2018 - 2018)

Jawaharlal Nehru Engineering College, Aurangabad

B.Tech, Production Engineering · (1989 - 1993)

Dewan Badri Nath Vidya Mandir, Jammu

10+2, Physics, Chemistry, Maths · (1977 - 1989)