# Manish Singh -- 0-3 Month Skill Boost Plan

This document outlines the 0-3 month skill upgrade plan for Manish Singh, focusing on closing immediate skill gaps, recommended courses, proof-of-concept (POC) deliverables, and the direct business impact for manipal.

## Executive Summary

**Employee**: Manish Singh

**Current Role**: Assistant Vice President @ Yucollect | P&L Ownership & GTM Strategy | Senior Sales Leader with experience at Khatabook, BharatPe, PhonePe, GPI and Vodafone

**Company**: manipal

**Assessment Date**: August 2025

### Skill Gap Analysis Overview

**Skill Gap Analysis**: Based on internal assessment

**Priority Skills for Development**: Business Development, Strategic Planning, Financial Management, Leadership

**Course Modules**: 33 topics across 12 chapters

## Detailed Learning Roadmap

## Execution Priority

### Phase 1: Weeks 1-4 (Critical Skills)

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| **Timeline** | **Skill Gap** | **Priority Level** | **Recommended Skills/Tools** | **Course Recommendation** | **Proposed POC** | **Business Impact for manipal** | **Competitor Benchmark** |
| 0-1 Month | Financial Management | Critical | Financial Analysis Tools | Personalized Learning Path for Manish Singh | Develop a financial forecast model | Improved financial decision-making | Khatabook's advanced financial planning |
| 0-1 Month | Strategic Planning | Critical | Strategic Frameworks | Personalized Learning Path for Manish Singh | Create a strategic growth plan | Enhanced strategic initiatives | PhonePe's market expansion strategy |
| 1-3 Months | Business Development | Important | CRM Tools, Sales Platforms | Personalized Learning Path for Manish Singh | Design a business development strategy | Increased client acquisition | BharatPe’s aggressive BD tactics |
| 1-3 Months | Leadership | Nice-to-have | Leadership Models | Personalized Learning Path for Manish Singh | Conduct a leadership workshop | Strengthened team morale and performance | Vodafone’s leadership training programs |

Focus on Financial Management and Strategic Planning → Deliver financial forecast model and strategic growth plan → Address competitor gaps in advanced financial planning and market expansion strategy.

### Phase 2: Weeks 5-12 (Strategic Enhancement)

Advanced skills in Business Development and Leadership → Complete business development strategy and leadership workshop → Achieve parity with top competitors in aggressive BD tactics and leadership training programs.

## Competitive Intelligence

**Internal Assessment**: Based on role requirements and industry standards

### Priority Recommendations

* Focus on selected priority skills for maximum impact

Instructions:

1. 1. Analyze the employee's missing skills from prioritySkillsSelected and skill gap data
2. 2. Map course chapters to specific skill gaps with priority levels
3. 3. Create realistic POCs based on their role, existing skills, and competitor benchmarks
4. 4. Focus on business impact relevant to their company/industry and competitive positioning
5. 5. Ensure timeline is practical and progressive
6. 6. Use technical tools and frameworks appropriate for their field
7. 7. Make POCs specific and measurable with competitive context
8. 8. Connect learning to direct business value and competitive advantage
9. 9. Include competitor benchmark information where available

10. Prioritize critical gaps over nice-to-have skills