# SUJIT SINGH RAJAWAT -- 0-3 Month Skill Boost Plan

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

## Executive Summary

**Employee**: SUJIT SINGH RAJAWAT

**Current Role**: Cluster Head @Manipal Fintech | Executive Team, Direct Sales

**Company**: manipal

**Assessment Date**: August 2025

### Skill Gap Analysis Overview

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

**Priority Skills for Development**: Business Development, Market Analysis, Commercial Strategy, Negotiation

**Course Modules**: 34 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 | Business Development | Critical | CRM tools, Sales automation tools | Personalized Learning Path - Chapter 1: Business Development | Develop a new client acquisition strategy | Improved client acquisition and retention rates | Top Fintech firms focusing on CRM optimization |
| 0-1 Month | Market Analysis | Critical | Data analytics tools, BI platforms | Personalized Learning Path - Chapter 2: Market Analysis | Create a comprehensive market analysis report | Enhanced market positioning and strategic decision-making | Competitors leveraging advanced BI tools |
| 1-3 Months | Commercial Strategy | Important | Strategic planning software | Personalized Learning Path - Chapter 3: Commercial Strategy | Formulate a commercial strategy plan | Increased revenue through strategic initiatives | Leading firms with strong strategic planning |
| 1-3 Months | Negotiation | Nice-to-have | Negotiation frameworks | Personalized Learning Path - Chapter 4: Negotiation | Conduct negotiation simulations | Improved contract terms and client satisfaction | Competitors with effective negotiation strategies |

Focus on Business Development and Market Analysis → Deliver new client acquisition strategy and comprehensive market analysis report → Address competitor gaps in CRM optimization and advanced BI tools.

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

Advanced skills in Commercial Strategy and Negotiation → Complete commercial strategy plan and conduct negotiation simulations → Achieve parity with top competitors in strategic planning and negotiation effectiveness.

## 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.