



INDUSTRIAL ENGG. COMPANY

Nov 2017

Business Development Plan

About Me

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graph TD; A[About Me] --> B[CHINESE INDUSTRIAL REVOLUTION]; B --> C[CHINESE SOCIAL DEVELOPMENT]; C --> D[OPPORTUNITY FOR INDIAN ENTERPRISES]; D --> E[IEC BUSINESS DEVELOPMENT]; E --> F[OUR OFFERINGS];
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CHINESE INDUSTRIAL REVOLUTION

CHINESE SOCIAL DEVELOPMENT

OPPORTUNITY FOR INDIAN ENTERPRISES

IEC BUSINESS DEVELOPMENT

OUR OFFERINGS

Sudhir Kaushik



2016 → **MBA** (International Business) from **SM University** India.

2006 → **MCA** from **IGNOU** New Delhi India.

1999 → **M.Sc.** (Statistics) from **CCS University** India.

1996 → **B.Sc.** (Mathematics, Statistics, Physics) from **CCS University** India.



Professional Courses – Element K USA

29. Sales Territory Management 1 Understanding Your Territory.
30. Sales Territory Management 2- Organizing Your Time.
31. Selling Your Ideas to Your Organization.
32. Selling Yourself without Selling Out A Guide to Ethical Self Promotion.
33. Solving Problem Logically.
34. (Harvard Business School 哈佛商学院) Stepping Up to Management (M1)-Understanding Your New Role.
35. (Harvard Business School 哈佛商学院) Stepping Up to Management (M2)-Working Through Others.
36. (Harvard Business School 哈佛商学院) Stepping Up to Management (M3)-Managing Performance.
37. (Harvard Business School 哈佛商学院) Stepping Up to Management (M4)-Organizing Resources Meetings and Time.
38. (Harvard Business School 哈佛商学院) Stepping Up to Management (M5)-Managing a Group.
39. (Harvard Business School 哈佛商学院) Stepping Up to Management (M6)-Supporting Your Boss and Organization.
40. (Harvard Business School 哈佛商学院) Stepping Up to Management (M7)-Networking with Colleagues.
41. (Harvard Business School 哈佛商学院) Stepping Up to Management (M8)-Evolving as a Manager.
42. Working with Consultants 1 Sourcing Consultants (Includes Simulation).
43. Working With Consultants 2 Working on a Consultant Managed Project (Includes Simulation).
44. Working With Consultants 3 Concluding a Consulting Assignment.
45. Working with Difficult People (Including Simulation).

**TOT- Train
Chinese
Teachers.**

**IT/Professional
Development Training in
Universities/Colleges.**



**Corporate
Training**

**Business
Development:
Meeting with GOVT
agencies.**

**Report to Country
Head**



们普遍感到获益匪浅。



文章录入：淮安生物工程分院 责任编辑：ljp

- 上一篇文章：NIIT印度籍教师Sudhir Kaushik先生来淮安生物工程分院授课
- 下一篇文章：语言在交流中提高 知识在积累中增长——记常州刘国钧分院学生NIIT学习之旅

Senior
Consultant
**Strategy
Division,**

NTT DATA
(China) Ltd
(NCIT).

Professional
Development
Training. **English**
Learning



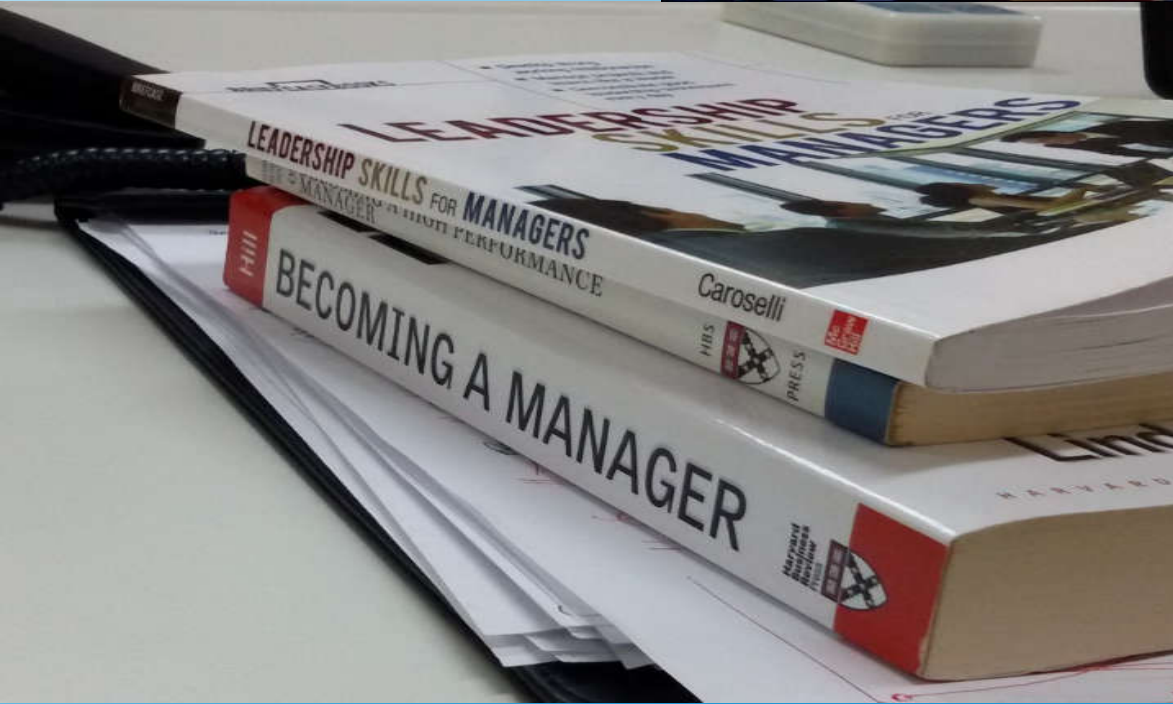
RFPs
response(Translation
& Development &
Deliver). Proposal
Presentation.

Company Representative
in **APC** Global Network.
APC: Agile Professional
Center.

PMO's
(Project
Management
Office)
Operations.

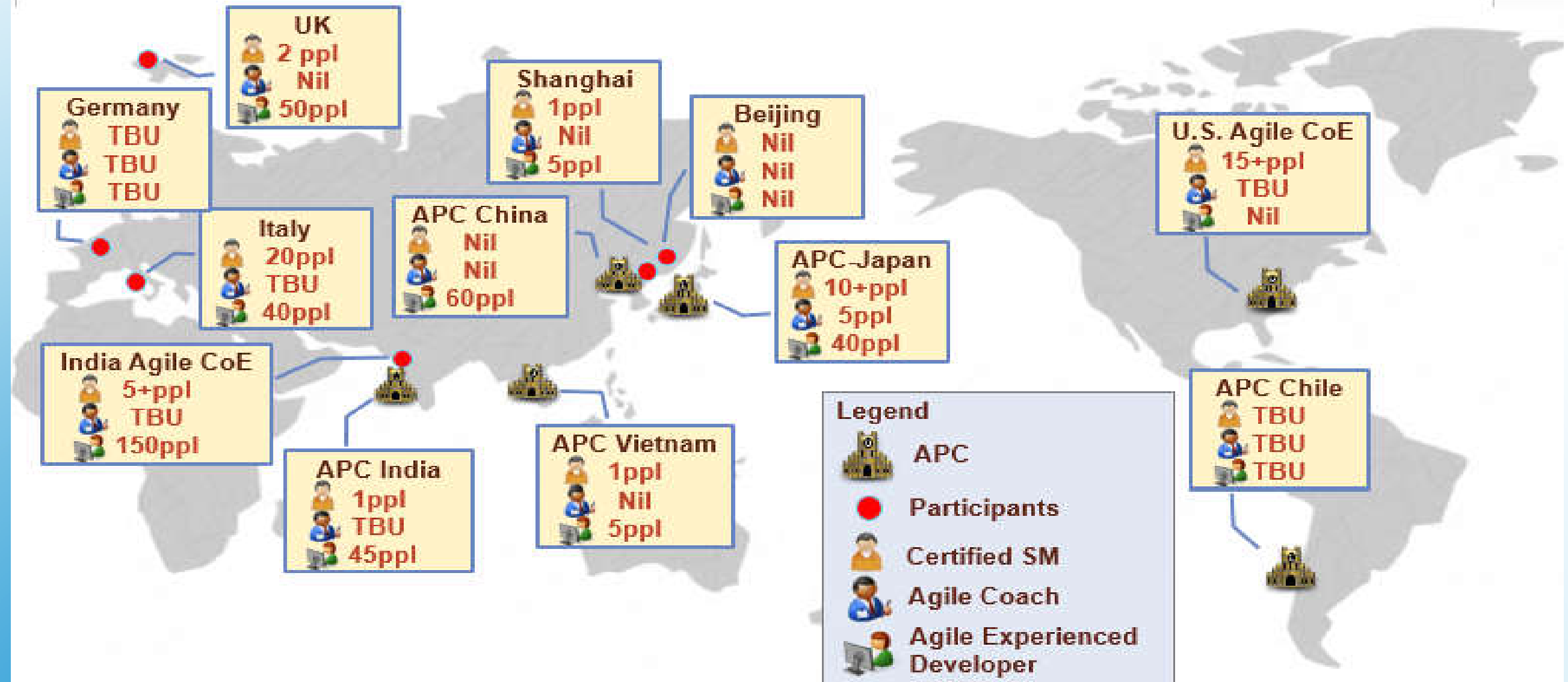
Report to
Executive **VP**
(Vice President)

Strategy Consultant – 3Y



Team Development

We have high-skilled agile resources around the world.



**Solution Development;
Client Communication**



**Project Management:
Managed Scope,
Stakeholders, Ensure
Quality built in
product/Service.**

**Learning &
Development**

**Align development
processes from Customer
Request to Solution
DELIVERY and FEEDBACK.**

Business Consultant

Positive feedback from IM about eBao BA

 Daniel Wang

 This message was sent with High importance.

Sent: Fri 3/17/2017 12:26 PM

To:  Kaushik Sudhir

Cc:  Jerry Zhang;  Anna Guan;  Joanna Cong;  James Huang;  Hong Zhang



Hi Kaushik,

During my onsite period in SG, usually, I will talk to IM team to collect their feedback about eBao team.

Eileen (IM BA manager) highlight with me her positive feedback about you. Especially your communication skill and service mentality.

And she provide me the following specific example which is a good enough proof to me that you have the right communication sense and skill as a business analyst.

The email title update, the highlight in email body using bold and different color of font, all make the communication trail logic and clear.

I should say, you are definitely on the right track, please keep the good working and continue improve your knowledge about the eBao system and insurance domain.

*Regards,
Daniel.*

Client Feedback



Values : Sharing

Values : SERVICE



张英.Flying.Lusen(852454802) 14:56:52

Dear friends, Thanks for your coming today. Especially thanks our sweet friend Kaushik brought a amazing meeting for us. Thanks his hard work for our meeting. Although we changed our agenda for the member' s interesting, we had a good time together. Kaushik's education background is so splendid that everyone admires him. His open and friend attitude warmed everyone. So pity I had something to do and left earlier, missed the further communication with Kaushin. Here t hanks him again and welcome join us in the future. Finally wish you all have a sweet weekend, as usual.



HAPPY
NEW YEAR

NCIT – New Year Celebration – 2015

"Whatever you are, be a good one." – Abraham Lincoln.

I came to China in November 2007. I have attended lots of New Year and other celebration functions in China and India. NCIT's 2015 New Year event is one of the unique and memorable one for me.

Indian events ~ NCIT's 2015 New Year events: India is a land of multicultural, multilingual and multireligious society. Most people have strong faith in god, therefore almost every event starts with worshipping the god/goddess followed by some devotional songs and then actual programs. In contrast, here in China the event starts with a lecture by chief organizer or chief guest. I like the way because in this manner a lot of valuable time is saved.

NCIT's New Year 2015 event held on January 24, 2015 was very unique for being the first event of NCIT, because NCIT officially starts functioning on January 01, 2015. It was wholly new and much awaited event

我必须打电话找锁匠才能进家门。
Jiang.

he i lost my key. i had to call ksmith to let me in.

图 - attempt

但取消签证费用试图
攒观光客

This Delhi store located in Edinburg.
帮助, 法官. 取. 了解

讲话. 眼镜. 敌人.
many

面条 - noodle. 的. 钱
结实. 少. 钱
Shay study

http://blog.sina.com.cn/s/blog_16548ce210102x1r2.html

kklove0604的博客

<http://blog.sina.com.cn/u/5994237473>

首页 | 博文目录 | 图片 | 关于我

个人资料

[管理]



kklove0604



客地图 / world map

级: 3

分: 7新

间: 160

正文

斗志指南：一对夫妇的故事 (2016-08-06 19:27:13) [编辑][删除]

分类: Social

Moral Compass: A Couple Story

斗志指南高兴：一对夫妇的故事

Let me
share 3 (real) stories-

我来分享三个（真实的）故事—

故事1: 今早无锡的天气非常湿热。上班的路上，我看见一对老夫妇正辆公交（江苏无锡118路）刚好抵达站台，乘客们开始上下车。老夫妇以2秒之差错过了。可能公交司机不愿费心去看后视镜，靠窗的乘客和了这个现象，但却都置之不理。

Values : Active Learning



Values : Active Learning



Passion to BRAND



WINNING

我能做你听不及的。双方合力，我们可以做些伟大的事情。修女特蕾莎

表彰状

事业推进部 高兴：
S. kaushik

在“2014 超级演说家”活动中，

获得 最佳风采 奖。

特发此状，以资鼓励。

表彰状

高兴 S. kaushik

在“2014 超级演说家”活动中，

获得 超级演说家团队 奖。

特发此状，以资鼓励。

Business Strategy

Mission

“What we want to be?”

Scope

“Where do we operate?”

Values

“Our Priorities”

KEY TO SUSTAINABLE GROWTH

CHINESE INDUSTRIAL DEVELOPMENT

- **Second Largest Economy. Largest USD reserve.**
- **OBOR (One Belt One Road).**
- **Pushing CNY (Chinese Yuan) in International Market.**
- **Largest High Speed Train Network.**
- **Building its own passenger Plane, Space Station.**
- **Complete block on global IT giant GOOGLE/facebook/SKYPE.**
- **Largest investment in Infrastructure development.**
- **Ease of doing business. Industry friendly environment.**
- **HQ of FINTECH and TRADING GIANT ALIBABA.**
- **Promote innovation, R&D via IT park in cities.**
- **Full support to Startups—Free Premises in Industrial Zone.**

CHINESE INDUSTRIAL DEVELOPMENT



CHINESE SOCIAL DEVELOPMENT



CHINESE SOCIAL DEVELOPMENT

- No gender Bias. Every women is supposed to work.
- Safety and Security.
- Special focus on Education and innovation.
- Heavy urbanization. Hassle free living.
- Loyalty/accountability towards work/service.
- Ease of doing business. No TIP or BRIBE.

- **Developing Economy 6.5% VS 2.4% (China).**
- **Vibrant and cheap workforce.**
- **Ease of doing business.**
- **Promote business via trade fair.**
- **GST One nation, one market.**
- **Strong contender of CHINA. Offer competitive prices.**

OPPORTUNITY FOR INDIAN ENTERPRISES

S

- Vast Experience & Recognition (Since 1980).
- Ability to survive & Sustain.

W

- Lacks Business Development Team.
- Need an Aggressive Marketing.

O

- Vibrant and emerging Indian economy.
- Leadership Aspirations.

T

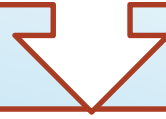
- Competition.
- Wrong or misleading choices.

- Explore Existing Domains. i.e. HVAC (Heat, Ventilation, & AC).
- Review and Enhance our products/services.
- Add related domain such as fire fighting equipments.
- Need to Leverage GST and Industrial Development BOOM.

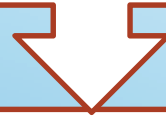
Contact Person	Email	Company Name	公司名字	网站Website	地点Place
Minzey黄泽敏	minzey@holtop.com	HOLTOP HEAT EXCHANGER		www.holtop.com	广州外贸部
MeiLing 黄美玲	sales10@shenglintec.com	Shanghai Shenglin M&E Technology Co.,Ltd		www.shenglintec.com	
Suzy 牛素红/Angela	sh.niu@ydcooler.com	Wuxi Yuda Heat-exchanger Co.,Ltd		www.ydhrq.com	Wuxi
Zoe	zoe@ardheat.com	ARD Heat Exchanger		www.ardheat.com	wuxi
Angela牛卫娟	angela@jinfanmoju.cn	Tianjin Jinfan Mould Co., Ltd		http://www.d360.com.cn/360/bc	
				www.jinfanmoju.cn	

HOW CAN WE HELP

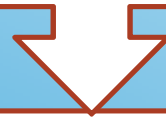
Renovate Website-Put Clients Testimonials & Case Studies



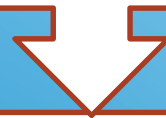
Develop Effective Company Introduction including **PROMOTIONAL VIDEO**



Participate in Industrial Trade Fair/Exhibitions-Branding and Recognition

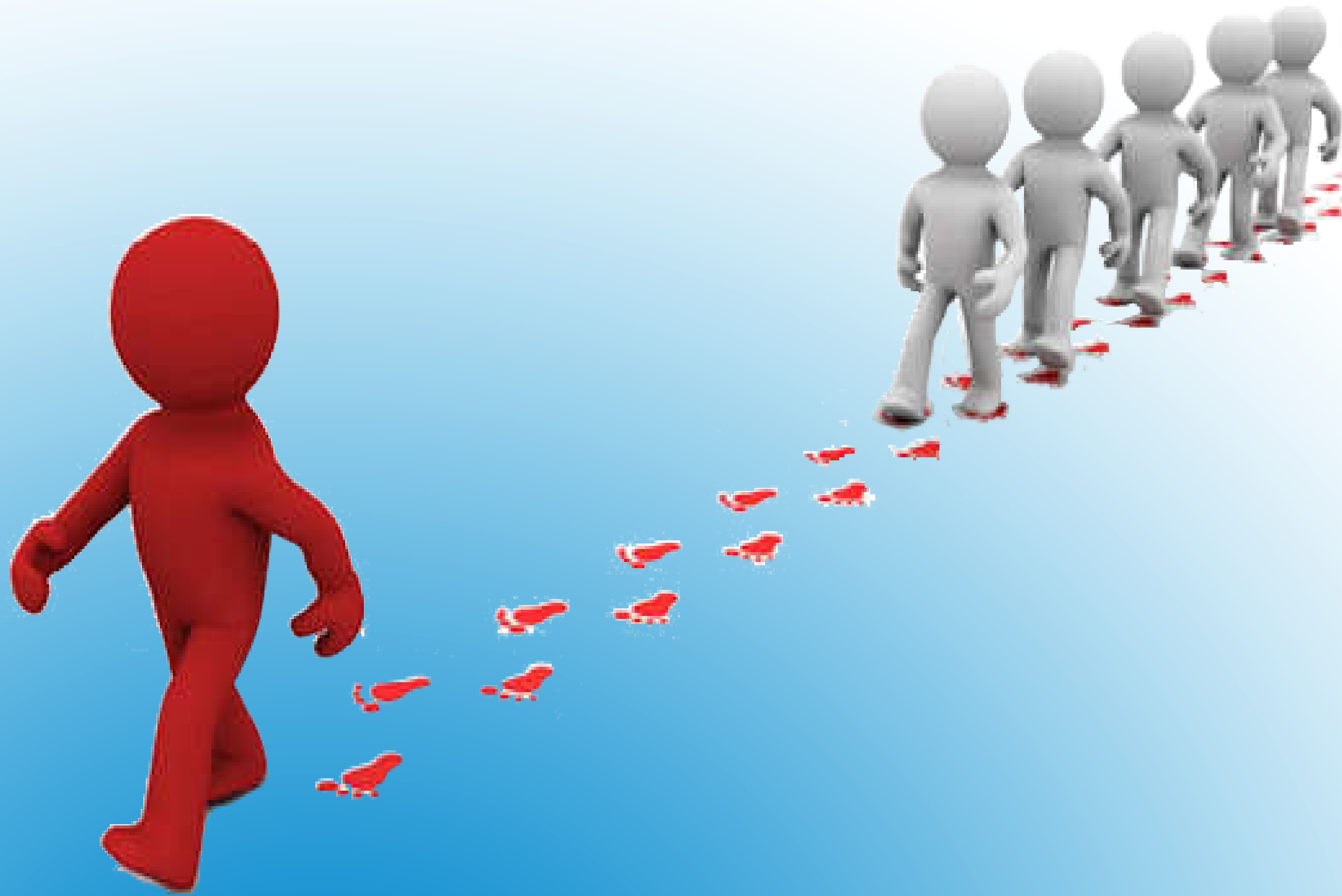


Become Sole Agent in INDIA for one or more major manufacturer



Quality & Process Improvement → Delighted Customers → Increased Business

HOW CAN WE HELP

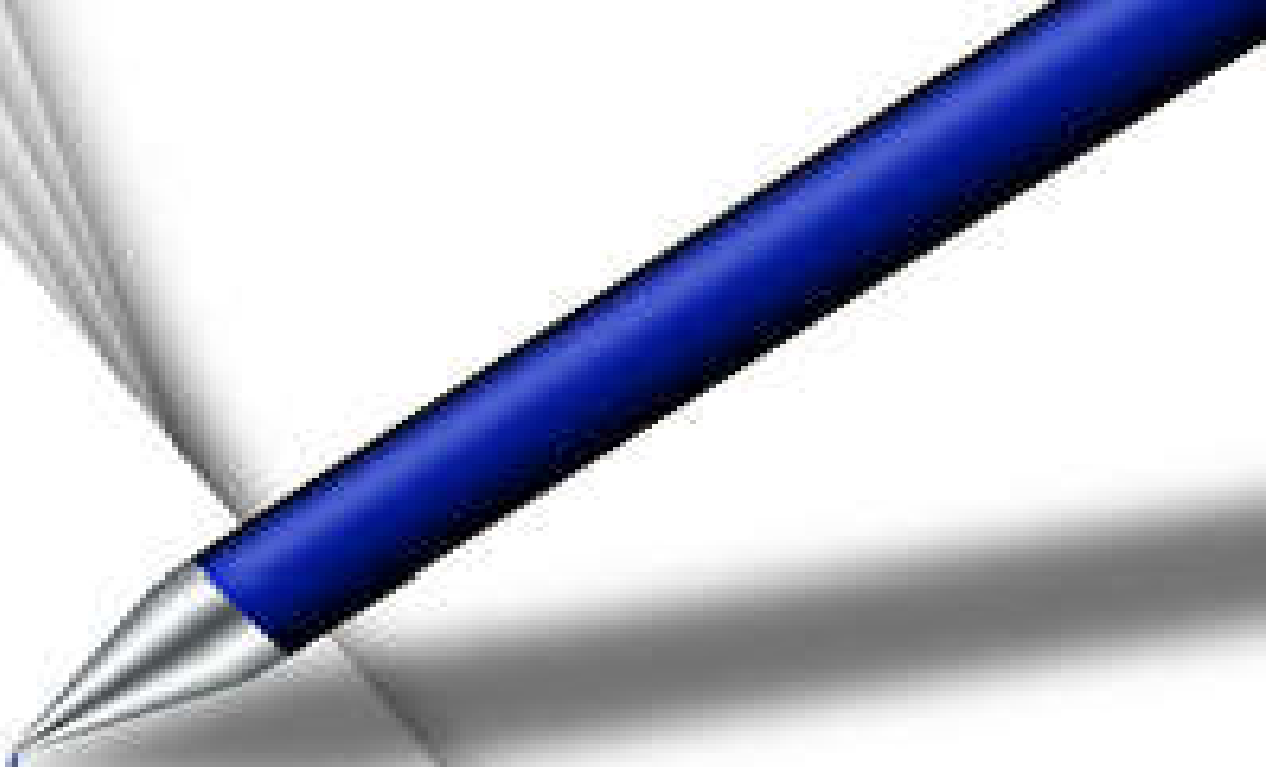


NEW DIMENSION TO LEADERSHIP & TEAM WORK



Thank

you



Thanks