

## **PROFILE – TANUJA VASHISTHA**

For more than 25 years, Tanuja has worked on creating spaces for effective dialogues for solopreneurs, entrepreneurs, investors, management professionals, social activists and thought leaders. In her most recent project, she was working with an apex industry council for driving partnerships and industry engagement with several global industry associations and multilateral organizations including ITU, WEC, UITP, UN, and other affiliate institutions and multilaterals. Her area of expertise includes presenting strategic consulting frameworks, developing project management, business cases and research reports. She is regularly invited to deliver leadership and organization development programs and conferences.

As a cross-industry professional delivered innovative frameworks, project management suites, business cases, partnerships engagement frameworks, conference content in variety of business settings & contexts. Spearheaded start-up projects: and set-up & scaled new business verticals as a principal consultant with several key organizations in India, Australia, UAE & Europe in the field of ICT, K12, Enterprise Education, Geospatial, Emerging Technologies, Enterprise Education, BFSI and Market Research.

- Spearheaded the training function with rich experience in handling trainees with their difficulties on a one-to-one basis.
- Excelled in building relationships with clients, students, and customers throughout career in any organization and project profile.
- Designed innovative strategies to ensure deeper penetration and wider distribution of Academic ideas as well as institutional publicity by presenting workshops & publishing reports resulting in high-impact outcomes.



## Training & Coaching Experience:

Program	Organizations	Type of Audience
Executive Coaching & Mentoring for Entrepreneurs	for solopreneurs and people in family businesses	Middle to Senior Level Management
Leadership / Sales Training / Negotiation Skills / Art of Giving and Receiving Feedback / Team Building	Kotak Mahindra Life Insurance, Intec Capital & NIIT, TATA Motors, Olam International, CNH Industrial, CII	Middle to Senior Level Management
Presentations Skills	Visions International, Open Workshops, AIETS.com, Jubilant Foods, For client companies at Heromindmine, Bharti Airtel	Middle and Senior Level Management
Business Etiquette	IBM, Wipro, Genpect, Hero MotoCorp, Maruti, Godrej, Tata Motors, Bharti, Dell, Kuoni India	Middle to Senior Level Management
Communication Skills	Make My Trip, Redisson Group of Hotels, Dell, BPL, Motorola, Hughes, Matrix, Livewell, CII, Officers in Jammu & Kashmir Cadre	Frontline, Middle to Senior Level Management
Business Communication / Telephone Etiquette	Tata Power, Wipro, Bharti Telecom, Hero Honda, Make my trip	Frontline and Middle Level Management
Internal Customer Services	Hutch, IBM, Wipro, Sify, Wipro, American Express, Epson India	Middle and Senior Level Management
Team Building	Kotak Life Insurance, Intec Capital, Epson India, GIZ	Middle & Senior Level Management
High Impact Sales Training	HCL, LG Electronics, Samsung, Wipro, IBM, Satyam Computers, Kotak Life Insurance	Frontline, Middle and Senior Level Management

Time Management	Reliance, Accenture, Maruti, JK Tyres, Electrolux, DCM and many others	Middle and Senior Level Management
Life Skills and Value Based Education for Prevention of Sexual Harassment at workplaces  Integrated Mind Power and Association Techniques (IMPACT) Program	Several Education Institutions, corporate organisation in India, Malaysia & Denmark  Kalka Group, Green Fields School, Co-facilitated sessions for a School Principals’  ‘Knowledge Meet’, organized by Times – NIE at Hotel Shangrila – New Delhi	Students, Counselors, Executives & Educators  School Principals, Teachers, School Coordinators and Counselors
The Sales Mastery India Triad – Thought Leadership, Sales Leadership and Personal Leadership	Co-facilitated workshop organized by BRICCKS at the Leela Kempinski – Gurgaon, with Bernadette McClelland – Sales Coach and CEO, The Personal Leadership Academy, Australia	Frontline, Middle and Senior Management people from across the industries – including participants from Everonn, India Can, Shahnaz Group, Educomp, Kukaburra Travels, Seventy MM, Tally Solutions, Mastek, Amsoft & many more

## **EDUCATION & PROFESSIONAL DEVELOPMENT:**

- ~ MA in Political Science with CORE SUBJECTS in Public Administration
- ~ University of Delhi, South Campus, New Delhi
  
- ~ B.A. (Hons.) in POLITICAL SCIENCE
- ~ Maitreyi College, University of Delhi
  
- ~ Business Mastery ‘Graduate’ an internationally sought-after program with overarching themes on leading businesses effectively, efficiently, and profitably offered by Anthony Robbins Research International - USA.
  
- ~ ‘The Art of Participatory Leadership’ & ‘Flow Game’ Process Host & Practitioner – InterChange, Denmark
  
- ~ Orientation Level on ‘Creative Thinking and Innovative Leadership’ by Michael Gelb

- ~ Qualified under the Phil. B. Crosby Quality Management program for Small Businesses, USA

## **Summary of Work Experience:**

### **Currently working as:**

- ~ Principle Consultant – Isenex Consulting Pvt Ltd
- ~ Chair – Association of MSMEs in Information Technology (AIMIT)
- ~ Founder BRICCKS (A business consulting & coaching organisation)

### **Past Experience:**

- ~ Worked as Executive Director with World Geospatial Industry Council, Netherlands.
- ~ Worked as Chief Strategy Officer & VP – Market Intelligence & Policy Advocacy with Geospatial Media and Communications.
- ~ Worked with IMT – Centre for Distance Education, as Head Enterprise Education, supporting bespoke Business School program for corporate executives.
- ~ Consultant – ACCA, with TalentEdge – a leading e-learning organization, to spearhead their expansion and outreach of ACCA – UK programs in India.
- ~ Worked as Director – Channel Development & Training with Vivekananda Learning Solutions
- ~ Worked as Senior Branch Manager Trainings with Kotak Mahindra Life Insurance
- ~ Worked as a Sr. Training Consultant with Heromindmine, India's leading training and HR services organization for the IT enabled and other customer service industries. Designed curriculum for BBA programs (soft skills, career development)
- ~ Worked with NIIT, managing own Franchisee centres and Business Associate for NIIT training verticals for schools, institutes, and business organizations.

### **Volunteer Social Work:**

- ~ Core team member and Practitioner for the 'Art of Hosting and Harvesting work and conversations that matter' – a worldwide community of AoH practitioners – since 2015
- ~ Flow Game Host: a powerful tool for creating interactive reflection, dialogue and action space for groups, teams and individuals.
- ~ Member of a learning village community in Rajasthan – Swaraj University
- ~ Co-founder of a not-for-profit technology management & education organisation that works for women empowerment at grassroots level.
- ~ A key member of The Prem Rawat Foundation - an organisation that drives global peace and well-being initiatives to help people live with dignity, peace & prosperity.
- ~ and education sector at grassroot levels.