



## Kapil Dhatingan



### **Work Specialization:**

Leadership Development, First Time Managers, Manager of Managers, Goal Setting and Appraisals, Time and Self - Management, Personal Effectiveness, Communication skills, Stress Management, Sales Strategy, Selling Skills, Consultative Selling, Influencing Skills, Conflict Resolution, Customer Orientation, Negotiation Skills, Strategic Thinking.



### **Work Experience:**

More than 20 years of experience in sales, marketing and operations in the Manufacturing, Information Technology and Telecom industry.  
Kapil has 3 years of experience in the training industry.

## Facilitator

### *Certifications*

- Post Graduate Certificate course in Applied Mahayana Buddhist Psychology & Ethics, Savitribai Phule, Pune University (University Topper)
- Pragati Accredited Facilitator Program
- Strengthscope Coach
- Diploma in Experiential Education Practice (DEEP), Kaveri Group of Institutes, Pune

### *Sectors Served*

Telecom, IT & ITES, Manufacturing, Education, Insurance

### *Clientele*

Atlas Copco, DishnetDSL, Force Motors, Legrand, Wilo, Mather & Plat, Bekaert, Mahindra & Mahindra, Kotak General Insurance, Vodafone, Airtel etc.

### *Academic Qualifications*

- B. Tech from Indian Institute of Technology (Mumbai) in Chemical Engineering (93)
- Post-Graduate diploma course in Business Administration from XLRI Jamshedpur (PGDBM96)

To know more, Connect with Kapil on:





## Work Specialization

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- Management and leadership of sales, marketing and operations teams including responsibility for sales, marketing, revenue, delivery, support and collections. Includes proper resource allocation, hiring, and efficient placement of team to meet goals and objectives
- Setting up new programs for driving sales and marketing including Global Account Management program and Reciprocal business programme.
- Setting up structured reviews with teams and also establishing structured reporting mechanisms on various deliverables
- Working with Government and prepared response for Proposals, Tenders, RFPs, EOI.
- New product launches
- Mentoring, Coaching, Training and upgrading the knowledge of Sales, Marketing and Operation Teams on Soft Skills, Products and Services.
- Developing and implementing market plan at National level.
- Strategic thinking and developing business and financial plan.
- Developing annual budgets for marketing activities
- Developing, organizing and executed the marketing campaign for launch of new products through press conferences, launch function, road shows and advertising campaigns.
- Direct sales and management of Business to Business Sales
- Management of channel and channel teams



## Certifications

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- Diploma in Experiential Education Practice (DEEP), Kaveri Group of Institutes, Pune (Pursuing)



## Work Experience

**Kapil** is a seasoned professional with over 20 years' experience and has worked in several organizations such as Reliance, Sulzer, Microland, Mithi, Cable & Wireless, DishnetDSL and Airtel. He has been instrumental in setting up the Internet Business for DishnetDSL one of the pioneers in providing internet access in India. He also worked as the Chief Marketing officer at Mithi which launched one of the fastest growing email services in local languages. He last worked at Airtel Business for 10 years where he had multiple profiles such as Regional Sales Head Tamil Nadu and Kerala, National Head – ITES & Media and Services vertical and his last profile was Business Head handling Maharashtra, Gujarat and Goa.

## Full Profile

**Kapil** was a Part Time Lecturer at the Symbiosis Institute of Business Management (SIBM) and Symbiosis Institute of Management Studies (SIMS) teaching Internet & Ecommerce. He is able to leverage his 20 years of corporate experience in the manufacturing, IT and Telecom sector across areas like Business Strategy, Operations, Relationship Management, Business and Product Development, and Client Sales Management. Having led large teams and businesses, he is able to share numerous inter-disciplinary examples of live business and people situations in any given client context. This allows him to connect with the audience extremely well, enliven the sessions, improve understanding of the topic, and retention of the concepts.

Currently **Kapil** is associated with Pragati Leadership as a Management Consultant and Facilitator conducting programs in Leadership Development, First Time Managers, Goal Setting and Appraisals, Time and Self -Management, Personal Effectiveness, Communication skills, Stress Management, Self-Mastery, Presentation Skills, Conflict Resolution, Customer Orientation, Verbal& Written Communication, Effective Delegation

He currently also teaches at ISB&M in Pune with specialization in Marketing.

Kapil has 3 years of experience in the training industry. Kapil holds a diploma in Experiential Education Practice, and is an Accredited Facilitator from Pragati which enables him to create a variety of experiences to make learning more engaging and meaningful. He is skilled at designing interactive processes that gain buy-in and commitment to action plans. He has in-depth understanding of learner centered methods which brings in new energy to facilitation and more excitement for participants by means of direct experiences which are tied to real world problems.



### Customers Served

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### Persona

**Kapil** is an avid reader and learner of the teachings of Buddha. Having studied the Pali script he is keen to read the original teachings of Buddha. He is a complete foodie apart from being an ardent golfer, runner and vipassana practitioner.

To know more, Connect with Kapil on:

