



Rajiv's core expertise lies in that he is a persuasive change agent of human behavior.

Rajiv is an associate of an invitation-only club of coaches worldwide with **Marshall Goldsmith Stakeholder Centered Coaching**. Marshall Goldsmith has been recognized as the world's #1 leadership thinker by **Harvard Business School**.

Rajiv's dynamic background and his rich experience in varied industries in India and abroad have been a key shaper of his success as a Mentor and Executive coach.

He is an accomplished chef by training, an entrepreneur by choice and a mentor and leadership coach by default.

Rajiv brings over 26 years of strategic and operational experience ranging from large corporate houses to start-ups at the C-level across continents:

1. 12+ years of hospitality experience as executive chef and profit centre head in India with Taj group, P&O in the UK, and UB group in South Africa.
 2. 16+ years as an entrepreneur leading and running six startups and a consultancy in as diverse fields as Food service, HR event management, Digital platform for Construction Equipment industry and Exhibition and Trade show organizer for the Real-estate industry.
 3. Currently he is an Associate and **Certified Executive Coach** with **Marshall Goldsmith** Stakeholder Coaching. – A best-in- class leadership coaching process with a promise of "Guaranteed and Measureable Leadership Growth".
 4. He is the **Chief Mentor**, director and **co-founder of Utilis Advisory** fund- An innovative Angel investment fund.
 5. Rajiv is a volunteer and collaborator at the House of Genius forum for startups at the NSR Cell of entrepreneurship at **IIM Bangalore**
-



Rajiv does coaching & facilitation work with C-suite managers and business leaders on Emotional Intelligence, Executive Presence, Persuasive communication and a whole suite of interventions for leading teams in complex and Matrixed organizations.

Rajiv has strong competencies in performance consulting, problem solving, building teams, facilitating consensus decision-making and managing cultural change.

Certifications:

1. Marshall Goldsmith Stakeholder Centered Coaching
2. GLOF- Global Leader of the Future assessment
3. The Leadership Challenge workshop
4. LPI- Leadership practices inventory
5. NLP master practitioner- Dr Richard Mc Hugh
6. Psychometrics for HR & OD
7. Neuro- semantics- Meta NLP practitioner
8. Money & You - Accelerated Business School® for Entrepreneurs – Doer's Knowledge Management Group
9. 7 Habits of Highly Effective People
10. Wealth Dynamics- XL Results foundation
11. Date with Destiny – Robins Research Institute
12. Diploma in Hotel Management- IHM Chennai, India

The purpose of **Rajiv's** work comes from his two **core beliefs**:

1. **Leadership is a relationship.** 'People don't care how much you know until they know how much you care'. That's why If the culture of the organization is not right, strategy can do precious little.
2. **Leadership is a behavior and it can be learned.** Continuous learning, unlearning and re-learning is the way a leader makes an impact on an organization and can live a life of purpose.

Rajiv believes himself to be forward looking and global in his perspective having travelled to more than 25 countries, works regularly with people from diverse cultures, and has been married to a South African. Rajiv loves to read books, travel, and meet new people.

He lives in Bangalore with wife, two daughters, a golden brown Cocker Spaniel.

Testimonials

"Rajiv brings to the table diverse experiences and amazing communication skills. He is creative, sharp and energetic but more than all this he is able to translate the requirements of an organization into programs and interventions which have quantifiable ROIs. I worked with Rajiv on diverse projects and every time I felt that I was interacting with a very professional consultant who is open to suggestions and focused on deliverables. 'Consulting methodology' and 'the Pyramid Principles' which Rajiv designed for Fidelity have won appreciation from Fidelity business partners and demonstrated that Rajiv is much ahead of any 'so called' competition" — **Preeti Bhat, HR Business partner, Fidelity Investments**

" I have known Rajiv for over a decade...and worked with him at Qwest, Professional Access and also at CitiusTech. I am yet to come across another trainer who is so good at his work!! Rajiv is a through professional and takes pain to understand the need of the organization and then package the training to meet that objective. Any training program conducted by Rajiv is so high on impact and energy ... its not but popular but also becomes a regular session in our training calendar!!!
"— **Sowmya Santhosh, Vice President – Human Resources, CitiusTech**

"Rajiv has been an excellent training partner for all the programs that we had worked on. Networth as a organization, Rajiv & Pankaj as individuals and training professionals were very personable with keen interest to deliver results in the best possible manner. They were always ready to assist without being very intrusive or too eager to showcase their talent. I have personally liked the balance that they maintain to sell Networth and respect the requirements of my organizations. Professionally, I would be delighted to work with them, in the future based on opportunities that arise. Personally, I look forward to a wonderful friendship with them as a peer from the same fraternity (Learning & Development)!" — **Sunitha Harish, AVP Leadership Development, JP Morgan Services India Pvt Ltd**

"Known Rajiv for quite sometime as we had common clients we facilitated different sessions. Extremely knowledgeable, very well read Rajiv is able to connect with the audience in their application of the knowledge. I am certain that anyone interacting with Rajiv would stand to gain, Wishing Rajiv a great career and excellence in his journey to build people capability." — **Sanghamitra Mukherjee, Consultant Trainer, Executive Coach, iExpert**
