



ANUJ KOTHARI

TRAINER | MENTOR | COACH

Self motivated individual with 16 rich years in Training & Development, Customer Service and Sales. Committed to continuous learning and helping individuals grow through strong communication.

+91 97695 15551

anujkothari83@gmail.com

A/703, Krishna Towers,
Atmaram Sawant Marg,
Kandivali East, Mumbai 400101

SKILLS

- ▶ Teamwork
- ▶ Leadership
- ▶ Effective Communication
- ▶ Interpersonal
- ▶ Business Development

EDUCATION

- **2007 - 2009**
ICFAI UNIVERSITY
Master of Business
Administration - Marketing
- **1999 - 2004**
MUMBAI UNIVERSITY
Bachelors in Commerce from
Narsee Monjee College of
Commerce and Economics

LANGUAGES

English (Fluent)
Hindi (Fluent)
Marathi (Fluent)

WORK EXPERIENCE

- (Aug 2023 – Present)
Visiting Faculty – SVKMs NMIMS
 - ▶ Teach Communicative English / Communication Skills / Corporate Communication to both Bachelor's & Master's students
 - ▶ Focus on enhancing students' abilities in public speaking, business writing, interpersonal skills and group communication.
 - ▶ Conduct activity-based learnings like role-plays, debates and impromptu speeches to build confidence.
 - ▶ Mentor students in career development and corporate readiness by coaching students in group discussions, personal interviews and professional etiquette, ensuring they are industry-ready communicators.
 - ▶ Designed internal assessment rubrics for written and oral communication.
- (Jan 2014 – Present)
Freelance Trainer – Self Employed
 - ▶ Design and deliver courses on Communication Skills, Spoken and Advanced English.
 - ▶ Mentor students in Personality Development, Public Speaking, and Interview Skills for better placement outcomes.
 - ▶ Professional Etiquette and Corporate readiness - Groom students/clients for interviews, presentations and professional.
 - ▶ Conduct interactive workshops and role-playing sessions to enhance students/clients real-world readiness and behavioural competencies.
 - ▶ Provide individual feedback on clarity, tone, body language. and interpersonal effectiveness.

(Aug 2023 – Present)

**HTP Global Technologies Private Limited
Corporate Sales Manager**

- ▶ Responsible for managing sales of third party products like Business Analytics and Business Intelligence, Enterprise Architecture, Information Technology Service Management and Process Consultancy.
- ▶ Met senior level executives from SME/SMB by generating leads sources like opportunities from existing customers, networking and cold calls.
- ▶ Conducted various CXO level meetings.
- ▶ Developed profitable new business account relationships through networking and cold calls and increased profitability from existing accounts by cross selling.
- ▶ Taken extra initiatives for various internal projects at HTP such as development of CRM, HRMS portal and mass-mailing software.

(MAR 2010 - SEPT 2012)

**HDFC Bank Limited
Relationship Manager - Preferred Banking**

- ▶ Involved enhancing and deepening customer engagement with the bank.
- ▶ Client servicing and generating business from such high net worth portfolio customers.
- ▶ Advised portfolio customers on various banking & financial products and services offered by the bank.
- ▶ Handled various Retail Banking projects for the branch.

(OCT 2009 - JAN 2010)

**Kotak Mahindra Old Mutual Life Insurance Ltd
Manager – Sales (Tied Agency)**

- ▶ Sales and Distribution network which involved recruiting and building a team of life advisors.
- ▶ Involved lot of convincing and selling skills so as to get good business for the company.
- ▶ Team Management skills so as to motivate and retain the life advisors within the company.

(DEC 2008 - SEPT 2009)

**Summer Internship - Kotak Mahindra
Project: Communication Strategy for Life Advisors
Channel Marketing – Rewards and
Recognition Team**

- ▶ The main objective of the project was to communicate, recognize, motivate and retain its life advisors.
- ▶ Identified the value proposition for each and every mode of communication and also identified the various routes of communication to the distributors which will help them to build awareness, motivation and retention.
- ▶ Developed new creatives/communication.
- ▶ Measured the outcomes, feedback from the sales team.
- ▶ The project helped the Company in identifying the loopholes in Communication with the Life Advisors and is also developing on the proposed strategy.

(JAN 2007 - APR 2007)

**Summer Job - The Personality School
Counselor - Sales**

- ▶ Convinced walk-in students and telephone enquiries to enrol for various courses offered by the school.
- ▶ Designed various brochures, collaterals and other communication aides.
- ▶ Individually managed a brand new summer centre in South Mumbai and took care of Sales and Operational activities.