

Profile – Ketan Gandhi
Consultant, Trainer & Business Coach

Ketan R. Gandhi

EEP (Harvard), AGMP (IIM-A alumnus), BE(I&C), DICE,
MIET, CEng (UK), Diploma Wind power (Sweden)

KgGuruji Consulting & Services
President and CEO

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Educational Qualifications:

Degree / Diploma	Specialization	Institute & University	Year
Executive Education Program	General Management	Harvard Business School, USA	2008
Accelerated General Management (1 Year alumnus program)	General Management	Indian Institute of Management Ahmedabad (IIM-A), India	2006-07
Bachelor of Engineering (BE)	Instrumentation & Control	Bhavnagar University, India	1990-93
Diploma Engineering (DICE)	Instrumentation & Control	Gujarat State Technical Examination Board Gujarat, India	1987-89
Diploma Program	Wind Power	Life Academy / University of KTH Sweden	2010

Work Experience: Industry-26 Years Training-20 Years

Organization : **KgGuruji Consulting & Services** (www.kgguruji.com)
KgGuruji Academy (<http://training.kgguruji.com>)
Designation : President & CEO
Duration : Oct 2008 onwards

-] Advisory Services in Innovation, Strategy, Operations, Technology, Sales & Marketing, Projects & Infrastructure, Start-ups
-] Management Consulting in Business Strategy, Operations, Innovation, Business Processes Re-engineering, performance management, New product / service development, Business excellence
-] Learning / training Programs – Custom designed modules using highly experiential methods like case studies & simulation, role play etc.
-] Business management case research, case study writing & publication,

Organization : **Suzlon Energy Limited**, Pune, India (www.suzlon.com)
Designation : Head – Business Unit
Duration : 7.5 Years - May 2001 till Oct 2008

-] P & L responsibility of Rs. 1500 crore BU with 1200 people on board, 5 factories
-] Strategy, planning, execution & operation role in company growth from \$ Mn 130 to \$ Bn 5.5
-] Supply Chain Management of electrical & control panels business division
-] Design & Engineering, technology management, project & O & M support for 6000 MW wind turbines
-] Lean Manufacturing Initiatives implementation, Learning and Development

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Duration	Organization	Designation	Roles & Responsibilities
Oct'98-May'01 (2.5 years)	Ace Software Exports Ltd. Rajkot (www.acesoftex.com)	General Manager – Operations	Profit Center Head responsible for complete operations management, production, exports, HR, Training and Quality Management
May'96-Sep'98 (2.5 years)	SPB Comer India Ltd. Rajkot	Sr. Manager Projects & Bus. Dev.	Design, engineering, procurement, construction, turnkey projects of pulp and paper industry
Sep'93-May-96 (2.5 years)	Essar Steel Ltd. Hazira	Sr. Engineer	Erection, Procurement & commissioning of HRC plant

Membership - Professional Institutions

-) Member - Institution of Engineering & Technology, UK (Registered with Engineering Council, UK)
-) Life Member - Institution of Engineers (India), Calcutta, India
-) Member - Harvard Business Review advisory council
-) Life Member – Indian Society of Training & Development

Professional Certification

-) Certified Trainer – British Council, India (2017)
-) Case Teaching – The Case Centre, UK & IIM-Bangalore (2014)
-) Case Teaching – The Ivey Business School, Canada & IIM-Calcutta (2014)
-) Business Excellence Award Examiner – IMC, Mumbai (2008)
-) Certified HR Auditor – Admin. Staff College, Hyderabad (2008)
-) Licentiate in General Insurance – Insurance Institute of India (1997)
-) Certified Trainer – Suzlon Academy (2006)
-) Accredited Management Teacher – All India Management Association (<http://www.aima-ind.org/pdf/AMTWest.pdf>) – (2007)

Corporate Training / Learning Program (Partial List)

Sr. No.	Company Name	Module Name	Month/Year	Sector
1	National Life & General Insurance, Muscat, Oman	Strategic procurement management	Aug-2019	Insurance MNC
2	Linde Engineering Pvt. Ltd., Vadodara	Innovation & Design Thinking	Aug-2019	Engineering MNC
3	Yeoman Marine Services Pvt. Ltd, Mumbai	Cost Management	Jul-2019	Shipping/ Marine
4	Techint, Argentina's Thane unit (Engineering MNC), Thane	Process Optimization	May-2019	Engineering
5	Kam-Avida Enviro Engineers, Pune	Theory of constraints, Production Planning & Control, Supply Chain Management, Change Management, Business process mapping & Re-design, Benchmarking Innovation & New Product Development 5S & Lean Tools	2018-19	Manufacturing
6	Kumar Builders, Pune	Project Management	2015	Construction

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7	Zensar Ltd., Pune	Customer Orientation & Service	2015	Software (IT) & ITES
8	Varun Beverages, New Delhi	Supply Chain Management	2014	FMCG
9	Mahanagar Gas Limited, Mumbai	Customer Relationship Management	2013	Utility
10	H & F Industry GmbH, Germany (Vinci Group, 40 Bn Euro Fortune 500)	Asia market strategy Business Plan Innovation & New Product Dev	20012-13	Engineering & Manufacturing
11	Honeywell Automation India Ltd (Fortune 500)	Strategic Management	2009-10	Automation
12	Pratibha Industries, Mumbai	Strategies for new Business Unit	2010	Capital Goods
13	Pyrotech, Udaipur	Business Process Re-engineering	2011	Electrical & Automation
14	Prima Automation India Pvt. Ltd. Ahmedabad	Benchmarking	2010	Electrical & Automation
15	Investment Options, Rajkot	Business Process Re-design & Balanced Scorecard	2010	Financial Services
16	Lotus Powergear Pvt. Ltd., Bangaluru	Supply Chain Management	2010	Electrical & Automation
17	Khimji Training Institute, Muscat, Oman	Train the trainer	2010	Education
18	Phoenix Contact (India operation of Phoenix Contact, Germany)	Business Excellence	2009	Manufacturing
19	Connectwell, Mumbai	Vision, Mission & Values	2009	Manufacturing
20	Defense Institute of Advanced Technologies (DRDO), Pune	Technology Transfer, Product Design, Project Management, Quality Management, Technology forecasting	2009	Defense
21	Project Life, Rajkot	ID-NAT Testing Time & Self-Management Leadership & Team Building	2015 2016 2009	Healthcare / NGO
22	Danish Wind Energy Group, Denmark	New Product Development	2008	Wind Energy

Faculty Development Programs (Partial List)

Sr. No.	Name of Institutes	Topic	Year
1	Marwadi University, Rajkot	Case Writing	Aug-2019
2	Global Business School, Pune	Case Method	Aug-2019
3	Marwadi University, Rajkot	Business Analytics	Jan-2019
4	Sinhgad Group of Institutes, Pune	Case Method & Case Writing	Aug-2018
5	Marwadi University, Rajkot	Case Method & Case Writing	Jan-2018
6	DY Patil Group of Institute, Pune	Case Method	2017
7	Navsahyadri Group of Institute, Pune	Case Writing	2017
8	Pimpri Chinchwad College of Engineering, MBA department, Pune	Case Method	2017
9	IES, Mumbai	Case Method	2015
10	KC College, Thane	Case Method	2014
11	Hiraben Nanavati Institute of Management	Case Method	2014

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Research for Women

Publication of Book:

A book on “**Business plan writing**” for Indian Institute of Corporate Affairs for their course “Entrepreneurship & Innovation), Ministry of Corporate Affairs/Ministry of Commerce, Government of India

Research Papers, Case Studies & other Publications

Case Studies (Partial List):

Sr. No.	Month / Year of Publication	Name of Journal / Conference	Title	Suitable in course modules	Link for download / Remarks
1	Feb-2019	KgGuruji Academy	Opportunities & Operations Challenges for “Khelo” online gaming start-up Fantasy Sports App	Operations Management	Hardcopy
2	Oct-2018	KgGuruji Academy	Harley-Davidson’s India market dream	Marketing Management / Strategy Management	Hardcopy
3	May-2018	KgGuruji Academy	Julie’s Restaurant Chain: Geographic Expansion Dilemma	Operations Management	Hardcopy
4	Apr-2018	KgGuruji Academy	Software Exports : Moving up in outsourcing chain	Operations Management, HR Management Strategic Management	Hardcopy
5	Dec-2017	KgGuruji Academy	Sales Growth Challenges at Q UP – Health tech startup	Sales & Marketing, Entrepreneurship, Strategic Management	Hardcopy
6	May-2015	The Case Centre, UK	Competitive Strategy Dilemma at RCG Blood Bank	Generic Competitive Strategy	http://www.thecasecentre.org/educators/products/view?id=127350
7	May-2015	The Case Centre, UK	RVBB & RC : Sustaining service leadership by a blood bank	External environment analysis, Social entrepreneurship, Introduction to Strategy & Planning	http://www.thecasecentre.org/educators/products/view?id=127227
8	May-2015	The Case Centre, UK	Embracing digital technologies to transform customer experience & operational processes at RCG services LLC (RCGS)	IT strategy, Digital Transformation, Social Media for companies	http://www.thecasecentre.org/educators/products/view?id=126882
9	Oct-2014	Journal of Indira School of Commerce & Science, Pune	India market entry mode for RS Electronics, Denmark using Sales Process Outsourcing	Sales & Marketing, Service Operation Service Marketing International Business	Hardcopy of a journal
10	Mar-2005 Revised in Feb-2014	KgGuruji Academy	New Product Development at RCG Electrical & Automation	New Product Development Operations Management	http://training.kgguruji.com/knowledge-hub---publication.html
11	Feb-2014	The Case Centre, UK	Ethics in Consulting	Consultancy Practice Ethics & Corporate Governance Strategic Management	http://www.thecasecentre.org/educators/products/view?id=121640
12	Dec-2013	KgGuruji Academy	RCG Naturopathy Hospital start-up	Strategic Management Service Operation Consultancy Practice	http://training.kgguruji.com/knowledge-hub---publication.html
13	Aug-2012	iFEEL research Journal	Strategic Partnership & IPR dispute between AMSC, USA & Sinovel, China	Ethics & Corporate governance Supply Chain Management Intellectual Property Rights	Hardcopy of a journal
14	Jan-2011	Amity Case Research Journal	RCG Group : In sourcing or outsourcing dilemma	Supply Chain Management Operations Strategy New Product Development	Volume 3: ISSN No. 276823199199
15	2011	GRG School of Business Journal	RCG Wind technologies : Beyond boundaries	International Business Marketing strategy Services Marketing Entrepreneurship	http://www.grgsms.com/wp-content/uploads/2013/11/March-2014-Issue.pdf
16	2010	In a book	RCG Wind farming dreams	Strategic Management Entrepreneurship New Product Development	Book “Case Studies in Management – Contemporary Perspective ISBN 978-81-920730-0-2, 2011 in 1 st Edition” (http://www.dhruvacollege.net/images/stories/vidwat/Case_Studies_in_Management_Book1)

Blogs / LinkedIn Post / You-tube Videos:

Sr.No.	Month-Year	Distribution	Topic	Web-Link for article access
1	May-2019	Linkedin Post	Winning & Growing – Management Lessons from General Election 2019	https://www.linkedin.com/pulse/winning-growing-management-lessons-from-2019-election-ketan-gandhi/
2	May-2019	Linkedin Post	What process focus companies don't do?	https://www.linkedin.com/pulse/what-process-focused-companies-dont-do-ketan-gandhi/
3	May-2019	Linkedin Post	College Library's Existential Crisis -Strategies to engage Gen-Z students	https://www.linkedin.com/pulse/college-librarys-existential-crisis-strategies-engage-ketan-gandhi/
4	Apr-2019	Linkedin Post	Secret of stunning success of companies in emerging market!	https://www.linkedin.com/pulse/secret-stunning-success-companies-emerging-market-ketan-gandhi/
5	Apr-2019	Linkedin Post	Why Jet Airways blown away? How operation strategy helps companies navigate through storms!	https://www.linkedin.com/pulse/why-jet-airways-blown-away-how-operation-strategy-helps-ketan-gandhi/
6	Jan-2019	Linkedin Post	How innovative & agile start-up can outperform large corporations	https://www.linkedin.com/pulse/how-innovative-agile-start-ups-can-outperform-large-ketan-gandhi/
7	Dec-2018	Linkedin Post	Adopt Coaching style to change your world @ workplace & home!	https://www.linkedin.com/pulse/adopt-coaching-style-change-your-world-workplace-home-ketan-gandhi/
8	Sep-2018	Linkedin Post	Help employees to solve business problems through on-boarding external experts	https://www.linkedin.com/pulse/help-employees-solve-complex-business-problems-through-ketan-gandhi/
9	Jul-2018	Linkedin Post	Rewire the mind – key for successful transformation in organization as well as in life!	https://www.linkedin.com/pulse/rewire-mind-key-successful-transformation-well-life-ketan-gandhi/
10	Jul-2018	Linkedin Post	Innovation : How to make sure good ideas don't get lost!	https://www.linkedin.com/pulse/innovation-how-make-sure-good-ideas-dont-get-lost-ketan-gandhi/
11	Dec-2017	Youtube Video	Design Thinking in Project Management	https://youtu.be/bOoUB2KjaF8
12	Nov-2017	Linkedin Post	Five (5) I's of human nature for incredible success	https://www.linkedin.com/pulse/ever-wondered-why-how-few-achieve-exceptional-success-ketan-gandhi/
13	Jul-2017	Linkedin Post	Reverence v/s Discretion in corporate World!	https://www.linkedin.com/pulse/reverence-vs-discretion-corporate-world-ketan-gandhi/
14	2015	Youtube Video	Supply Chain Management in Healthcare	https://www.youtube.com/watch?v=dl7ELY2icRw&t=349s
15	2015	Youtube Video	Emotional intelligence for project managers	https://www.youtube.com/watch?v=g9niqNMKY5Y&t=416s
16	2015	Youtube Video	Risk Management in Projects	https://www.youtube.com/watch?v=-GVpBUP8VF0
17	2015	Youtube Video	Sustaining Competitive Advantage – Ancient Indian Sutras in Business	https://youtu.be/cjiZKchuahE
18	Dec-2014	Linkedin Post	Make in India - What government must do?	https://www.linkedin.com/pulse/make-india-what-must-do-ketan-gandhi/
19	2010	Research Article	Strengthening supply chain through suppliers satisfaction	http://www.sibm.edu/FacultyResearch/pdf/samvad1.pdf
20	2010	Blog	Manage shift from content centered to participant centered teaching method	http://kkguruij-managementeducation.blogspot.in/2010/07/manage-shift-from-content-centered.html
21	2008	Youtube Video	New Product Development for DWEA-Denmark members	https://www.youtube.com/watch?v=mMMpsTEh4n4

Teaching in B-schools & University (Full Course 30+ hours teaching in each course) (2009 onwards) - 35 subjects using case teaching method, simulation etc.

1. Strategic Management / General Management & Innovation
 - 1.1. Corporate strategies & Business Environment (2019, COEP, Pune for MTech-Project Management)
 - 1.2. Global Strategy Management (2019 at SIMS, Khadki, Pune)
 - 1.3. General Management (2014-15 & 2015-16 at MILE, Pune, 2017-MITSOT, Pune)
 - 1.4. Strategic Management (2010 and 2011 at Suryadatta, 2015 at PIBM, 2017 at MIT, 2017 at BITM)
 - 1.5. International Business Management (2011 at Muscat, Oman) (http://sybiosis-kti.com/index.php?option=com_k2&view=itemlist&layout=category&task=category&id=3&Itemid=56)
 - 1.6. Innovation Management (2015 ISBS, Pune)

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- 1.7. Business data, Analytics & Intelligence (2015 & 2016 at PIBM & 2017 at HNIMR, 2019 at Navsahyadri)
2. Operations, Marketing & Infrastructure Management
 - 2.1. Operations Research (2017-18 at SIBM)
 - 2.2. Operations Strategy (2015 at SIBM)
 - 2.3. Technology Project Management (2015 at SIBM)
 - 2.4. Operations Management (2009, 2010, 2011, 2018 at SIBM, 2010 & 2011 at Suryadatta & 2011 at SSIB & 2019 at SSSS, Lavle)
 - 2.5. Service Operations (2009, 2010 & 2011 & 2019 at SIBM)
 - 2.6. Project Management (2015-16 at SIBM, 2011 at SSIB & Amir Kabir University, Iran)
 - 2.7. New Product Development (2010, 2011 at SIBM)
 - 2.8. Services Marketing (2010, 2011 Suryadatta)
 - 2.9. Lean Supply Chain management (2009, Pune),
 - 2.10. Supply Chain Mgmt (2012, 2013 Balaji Group, Pune)
 - 2.11. Logistics (2013, Balaji Group, 2017-18 SIBM, Pune, 2018-19 at SIMS, Khadki)
 - 2.12. Business process reengineering (2012 at iFEEL, Lonavala & 2018 at iiebm, Pune)
 - 2.13. Marketing Management (2011 at AIBM)
 - 2.14. Infrastructure Operations Management (2012-13 SAMVIT)
 - 2.15. Infrastructure Business (2012, 2013, 2014 SAMVIT)
 - 2.16. Consultancy Practice (2010, 2011, 2012 & 2013 in BITS, Pilani-CDC MS Program)
 - 2.17. Technology Management (2010, 2011, 2012 in BITS, Pilani-CDC MS Program)
 - 2.18. Professional Practice (2013 in BITS-CDC MS consultancy Program)
 - 2.19. Integrated Marketing Communication (2017, Suryadatta, Pune)
 - 2.20. Quantitative Techniques (2017, Suryadatta, Pune)
 - 2.21. Sales & Distribution Management (2017, Suryadatta, Pune)
 - 2.22. Theory of constraints (2018 SIBM, Pune)
3. Leadership, Training & Development
 - 3.1. Training & Development / Train the Trainer (2010 Muscat, Oman & ISTD, Pune 2011)
 - 3.2. Negotiation (2008, Rajkot)
 - 3.3. Business Communication (2010 Rajkot)
 - 3.4. Human Resource Management (ISTD, Pune 2011)
 - 3.5. Customer relationship management (Mumbai-2013)
 - 3.6. Case writing & analysis (SIMS, Pune 2019)

Overseas Work Exposure: 13 Countries – 4 Continents

USA, UK, Germany, Spain, Denmark, France, Finland, China, Australia, Malaysia, Oman, Iran, Sri Lanka

Conference Participation (Partial List)

-) Keynote speaker, conference speaker & presenter in many conferences & seminars
- o Business plan writing at Entrepreneurship Cell, Dr. DY Patil Institute of Management Studies, Pune (Aug-2019)
 - o "Industry 4.0" at Navsahyadri Institute of Business Management, Pune (Feb-2019)
 - o "Green Entrepreneurship" at ADY Patil Innovation University, Pune (Jan-2019)
 - o "Strategizing Innovation & entrepreneurship for development" at DIMR, Pune (Jan-2019)
 - o Executive coaching for leadership – Panel discussion at MICCA, ISTD, NIPM & HR-Forum (Nov-2018)
 - o "Supply Chain in Healthcare" during Symposium on Supply Chain Management at Indira Institute of Management, Pune (Feb-2018)
 - o Seminar on "Decoding eCommerce business model" at MIT School of Management, Pune organized by Pune Management Association (Aug-2015)
 - o National Seminar at ITM, Nagpur on "Make in India" - Dec-2014
 - o Nanotechnology conference (http://www.bangalorenano.in/nano_2010/pdf/3rd-nano-detailed-conference-programme.pdf) - 2010
 - o National Seminar at Kachchh University, Bhuj (<http://kskyku.digitaluniversity.ac/WebFiles/Nanosys%202012.pdf>) - 2012
 - o National Seminar on "Challenges in management education" by Matrix Business School (<http://www.scribd.com/doc/87432033/Report>)
 - o Supply Chain Management conference of IS & BM, Pune - 2010
