

GAYATRI RAGHU

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- Certified Master Trainer of **NSDC, MEPSC Sector Skill Council**. Master Trainer (TOMT), Master Trainer (MEP/Q2602) - v1.0, MEPSC.
 - I was leader of one of the organizing teams for Autodesk in the 'World Skills Competition 2017' in Abu Dhabi.
 - Presently, I am working largely in the development sector.
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WORK EXPERIENCE

Since 2021 - Entrepreneurship Mindset Curriculum (EMC): Business Blasters, a Delhi State Govt initiative:

- Am empaneled as a '**Business Coach**' by the Govt. of NCTD and am assigned to mentor 2 teams in parallel every year, on entrepreneurship projects of 2-3 months duration
- I coach 5/6 students from Delhi govt. schools who are aspiring entrepreneurs, to sharpen their marketing/ pitching/ presentation skills.

Project In-Charge – India Skills - APSSDC, Vijayawada Jan 2022:

- Organized and successfully executed the South Regionals leg of **India Skills Competition** (leading up to the World Skills Competition) in Visakhapatnam.
- The 4-day event had competitions of 45 different skills for 500+ competitors from all the southern states.

Educational Consultant - Trained and groomed students to participate in 'India Skills 2021' and supported:

- Capital Goods Sector Skill Council – MCAD – both in technology and training since 2017
- Digital Construction – BIM Technology – both in technology and training
- Was MCAD Workshop Manager for the Regional and National competitions for more than 4/5 times
- Conducted 'World Skills' Design Workshop for Autodesk in 2017

May '20 to Nov '22 - 'Consultant' to Federation of Indian Women Entrepreneurs (FIWE), New Delhi:

I was assisting the President of this **NGO** in the following activities:

- Developing and preparing project proposals, Planning and executing webinars
- Organizing monthly meetings of members, crystallizing the new thoughts into workable ideas
- Database management, managing social media presence, initiating collaborations, etc.
- Conducting Assessments for the NSDC project
- Organized an interaction session for the members with the noted actor and speaker Mr. Ashish Vidyarthi
- Helped organize MSME, New Delhi, a mega international conference

Jan 2021 to Present - Customer Success Specialist, BIM Technologies, Melbourne (Australia):

BIM Technologies is an **Autodesk** and **Bentley Authorized Service Provider** and is a new generation training center which focuses on software application training and services.

- Heading and monitoring operations
- Customer relations, communications, and lead generation

- Developing and preparing project proposals
- Planning and executing webinars and workshops
- Database management, managing social media presence, initiating collaborations, etc.
- Assisting the digital marketing team in promotional activities
- Strategic partnerships and alliances to drive the adoption of BIM technology

Feb '15 to Mar '20 - 'Program Manager' for Autodesk Education Program

Vinsys IT Services Pvt Ltd, Pune is the sole 'Fulfillment Partner' for Autodesk Education Program in India, SAARC, Middle East and Africa, where it manages the entire ATC (Authorized Training Center) and AP (Academic Partner) network. Autodesk, best known for its flagship product AutoCAD, is one of the ten business verticals of Vinsys.

My Primary Roles and Responsibilities as Program Manager

- I was a member of the company's national leadership team and was also in charge of the Education vertical with responsibilities encompassing business development, technical functions, marketing, strategic partnerships & alliances to drive adoption of Autodesk Technology in the education segment across India. In addition, I was responsible for managing the Training and Certification business through our channel partners across the country.
- Handled more than 105+ Channel partners across **North India, North east part of India, Andhra & Telangana Regions**
- I was also tasked with identification of potentially untapped areas for new ATCs/partners.
- I had to maximize brand visibility through activities like education seminars, workshops, mobile certification lab, etc.; and reach out to designers, students, and corporates to increase top-of-the-mind recall.
- Brand building for Autodesk Certifications & Trainings was a round-the-year activity done through presentations to top executives of corporates and leading educational institutions.

Activities Handled during this tenure:

- *With support by the Capital Goods Sector Skill Council (CGCS) I conducted 4 regional and national level 'India Skill' competitions for M-CAD in different locations across India. This helped build extensive visibility for brand Vinsys across the community of NSDC and the Sector Skill Councils.*
- *Was awarded the best Workshop Manager certificate for successfully conducting the competitions.*
- *I was a judge for SAEBAJAJ 2019 event at IIT Ropar for judging the Marketing and Sales presentation module.*
- *I was a judge for 'F1 in Schools™' which is the world's largest STEM (science, technology, engineering, mathematics) competition for students (aged 9–19). Using the 'F1 Model Block' CAD/CAM design tools groups of 3-6 students design and manufacture miniature cars powered by CO₂ cartridges.*
- *F1 in Schools™ North India Regional Finals-1 Competition held at the Suncity School, Sector 54, Gurgaon, on 20th and 21st December 2018.*
F1 in Schools™ North India Regional Finals-2 Competition held at the Genesis Global School, Noida, from 1st to 3rd January 2019

Jan 2014 to Jan 2015 - Lingaya's University, Faridabad - Marketing, Training & Placement

It is a deemed-to-be university with several institutes in North and South India under its umbrella. My responsibilities included PR & Marketing and Training & Placement.

MARKETING & PR

- Initiated industry collaborations through establishment of 'Centers of Excellence'
- Published e-newsletters for students and corporates
- Got corporate sponsorships for cultural events

- Initiated online promotion activities through social media websites

TRAINING & PLACEMENT

- Training: Technical and Pre-Placement and Placement (On- and Off-Campus placement drives)
- Industry-Institute interaction meets on campus and industry visits for the students
- Guest lectures by industry experts
- Alumni affairs
- Organized entrepreneurship camps to present self-employment as a career option
- Organized career counseling sessions by both internal and external experts

Apr '13 to Jan '14 - Morphogenesis - Media & Comm./CRM/ Practice Development & Project Coordination

Media:

- Communication Collateral
- Publication, awards, lectures, and exhibitions
- Internal Communications
- Project Packaging and Close Out

Training & Development & CRM:

- Drive and keep a record of GRIHA/Leeds trainings and certifications for entire studio
- Proactive Market Research
- Ensuring newsletters/news items
- Managing & Updating CRM (Existing/Prospective/Prospective Offer)
- Practice Development

Mar '06 to Nov '12 - CAD STUDIO - Head of Dept., Learning & Development (North India)

Notable Accomplishments:

- Played a key role in organizing training programs for International and domestic clients, encompassing tasks such as working out technical support systems, planning for exhibitions and presentations for pre- and post-sales of training and certification for both corporate clients and educational institutions.
- Organized several workshops and faculty development programs (FDPs).
- Groomed twenty fresh graduates into full-fledged Training Coordinators of merit.
- Promoting Training and Certification of all partner companies.
- Developing annual operating plan for modern trade, B2B & online business to achieve channel wise, product wise, brand wise value & profitability targets.
- Planning customer proposition including offer pricing and associated benefits for the vertical.
- Key account management, presales & post sale issues. Finalizing the terms of contract and engagement.
- Taking care of Virtual Academy in Web, digital and social marketing.
- Was “recognized” by Autodesk as one of the leading achievers of FY 2011-12 for generating highest number of individual candidates for Global Certification program in India.
- Received glowing testimonials from **UNDP (Afghanistan)**, **TECHNOLOGISTES (Sudan)**, **Dept. of Irrigation, Govt. of UP (Luck now)**, **BLUENT (Delhi)**, **UNIBO (London)**, **DESIGNECOLE (Rajasthan)**, **LAHMEYER INTL. (Gurgaon)** and **PUNJ LLOYD (Gurgaon)**, among others, for quality of service.

Sept '90 to Oct '96 - KSA Associates, Hyderabad - Junior Architect

Initial training period during first Year involved learning the basics of the running of an architectural office.

- Study of working drawings and design requirements of clients and overseeing of interior design execution on live sites.
- Mixed use of both residential and commercial projects.
- Worked under Chief Architect directly in the scope of 3D visualizations and moved onto handling 2 projects independently including client and consultant interactions, site visits and Municipal approvals & submissions. Handled draughtsman team of 10+ & 3 Civil engineers.
- Worked extensively on projects in the extent of working drawing, exterior façade designing, consultant coordination and presentations.

Education

- Certifications: Master Trainer (TOMT), Master Trainer (MEP/Q2602)- v1.0, MEPSC
- B. Sc. (Mathematics, Physics, History) - Dr. B R Ambedkar University, Hyderabad
- Diploma in Architectural Assistantship