

R Venkatanarayanan

Call Name : Venkat

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Contact : +91 994 004 3876

Professional Summary

Venkat is a Strategic and client-focused executive with over three decades of global experience in Information Technology and Learning & Development consulting, with a track record in building and delivering high-impact learning solutions, leading global teams, and developing long-term client relationships across various industries. Skilled at designing innovative, client-specific strategies that align talent and learning functions with business goals, enhance operational efficiency, and drive measurable outcomes. IBM Certified Blue Core Coach, Sales Coach and Thought Leader facilitator, with a collaborative approach to team leadership and client engagement.

Core Competencies

- Learning & Development Strategy
 - Program Facilitation - Learner Centric Training
 - Sales Coaching
 - Leadership Coaching & Mentoring
 - Global Consulting & Client Engagement
 - Team Leadership & Collaboration
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Relevant Professional Experience

Independent Consultant – Learning & Development

Dates: Mar 2025 – Present

- Coaching & mentoring young startups and University students
- Working with educational institutions to address skill gaps
- Designing & Facilitating workshops on leadership skills for clients
- Sales coaching sessions for sales professionals

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Global Learning Facilitator & Sales Coach – IBM Corporation

Dates: Sep 2018 – Feb 2025

- Designed and facilitated Professional Development Enablement (PDE) programs globally, transformed face to face training programs into dynamic virtual experiences utilizing collaboration tools and innovative facilitation.
- Facilitated over thousand virtual, in-person workshops events, Sales coaching sessions, panel discussions and team activities focused on developing consulting, sales and leadership skills.
- Partnered with cross-functional L&D teams to build a future-focused strategy for professional development, enhancing learner engagement and aligning programs with evolving business needs.
- Mentored new team members, cultivating a collaborative environment that emphasizes skill growth and knowledge-sharing.

Digital Strategy & Interactive Experience – Practice Lead

Dates: May 2014 – Aug 2018

- Built and managed consulting teams in Digital Marketing and Interactive Experience, collaborating with C-suite clients to implement customer-centric digital strategies that bolstered competitive positioning.
- Directed a global team of over 200 senior consultants, enabling clients to navigate digital transformation challenges and achieve impactful, strategic results.

Travel & Transportation Center of Competency Leader

Dates: Jul 2009 – Apr 2014

- Spearheaded consulting initiatives for clients in the Travel & Transportation sector, covering airlines, logistics, ports, and hospitality, with a focus on aligning IT and operations strategies to enhance customer experience.
- Led a 50-member team of senior industry consultants, developing unique perspectives and tailored solutions that met the evolving needs of global C-suite clients.
- Developed and managed a program for a major logistics provider, establishing a Project Management Office for enterprise transformation.

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Delivery Project Executive

Dates: May 2008 – Jun 2009

- Oversaw the transition of application development and maintenance services for a North American logistics client, managing a team of nearly 400 practitioners in a global delivery model.
- Secured a \$75 million contract by collaborating on solution development and managing client engagement from RFP to delivery, ensuring seamless integration and client satisfaction.

Travel & Transportation (T&T) Industry Solutioning Leader

Dates: Aug 2006 – Apr 2008

- Developed RFP responses for global T&T opportunities and formulated a Global Delivery Strategy that integrated IBM's resources to provide best-of-breed solutions for high-profile clients.
- Delivered structured proposal responses, financial models, and led client briefing sessions, focusing on building robust, scalable strategies aligned with market trends.

Business Area Manager, Leading Container Shipping Co.

Dates: May 2005 – July 2006

- Managed service delivery for multiple application portfolios and identified business opportunities for one of the world's largest container shipping companies.
- Oversaw governance, issue resolution, and cross-functional coordination, fostering a strong client partnership.

Business Area Manager, Leading Airline GDS, Atlanta, USA

Dates: July 2004 – April 2005

- Led offshore services delivery and managed client communications, aligning project activities across a 50-member team for an airline's global distribution system.
 - Successfully identified and pursued new business opportunities, expanding IBM's role within client projects.
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PricewaterhouseCoopers LLP, Edison, NJ, USA

Program Manager, Leading NA-based Logistics Provider

Dates: Oct 2000 – July 2004

- Oversaw multiple releases of the client's core billing application, managing a team of 35 in scope definition, estimation, and release management to improve quality and productivity.
 - Implemented process improvements that significantly reduced operational costs, enhancing the efficiency of the client's billing system.
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Educational Background

- Masters in Engineering, Indian Institute of Science, Bangalore India, 1991
- Bachelor of Science in Physics – DG Vaishnav College , Chennai India 1987

Social Contribution / Voluntary Work

- **Community Engagement:** Contributed to a transportation initiative for the City of Vilnius, Lithuania, offering strategic recommendations for improved urban mobility.
- **Education:** Conducts foundational Math and Science sessions for underprivileged students, inspiring a passion for learning.
- **Personal Interests:** Speaker at SPICON-25 Conference, Published author on LinkedIn, Avid photographer and long-distance runner.