



Name: Dr. Manoj Shukla

Education: MBA; Doctorate [Marketing Management]

Profession: Corporate Coach and Facilitator

Major Accomplishments:

- ✦ A Protagonist Professional Trainer, Corporate Risk Manager, Dr. Manoj Shukla provides guidance to businessmen, students, and corporate groups at different capacity of Human Resource Management, Marketing Management and Financial Management who has over 33 years of experience in Business Development, Sales and Marketing, Training and Development, Client Servicing, Team Management, Insurance Marketing etc. He has worked with LIC of India for **36 years as a Sr Marketing Officer**, with expertise in Corporate Risk Management, Complete Financial Planning, Recruitment and Research Analyst. Some of his radiant skills are:
- ✦ Doctorate in Business Administration with specialization in Marketing Management
- ✦ Has conducted more than **3,200 Training Programs** and workshops for corporate including **more than 3,50,000 Insurance Professionals** through various seminars as a trainer
- ✦ During the career, has been a team leader for more than 1,200 advisers (in Toto) for LIC of India and had managed the total **Risk Under Management of more than Rs. 2,700 Crores** with more than Rs. 1,100 Crores of premium with more than 42,000 satisfied customers including more than **1,250 Corporates under Business Insurance**
- ✦ His customers are spreaded nationwide as well as off shore too including USA, UK, South Africa, Australia, Canada, Germany, Dubai, UAE, Poland, New Zealand, Singapore, Nepal, Bhutan and many more
- ✦ Has launched website www.gurukulbulletin.com objectivating the guidance to Sales Managers and Advisors of insurance industry & the same has been highly appreciated by the top-notch of the LIC officials. The total readers are more than 7 Lakhs across the country including insurance professionals and students engaged in MBA in Finance specialized in Insurance
- ✦ Has been the Head-Coach for the CA students since last 22 years at Western India Chartered Accountants Students Association, Jamnagar Branch
- ✦ An "International Trainer" of Junior Chamber International University, the NGO spread worldwide
- ✦ Master Trainer for Corporate Bhagvad Gita, Soft Skills, Interpersonal Skills & Behavioural Science, Corporate Risk Management, Chanakya Strategies in Business, Teachers' Training Program, Training the Trainers, NLP Programming, Power of Sub-conscious Mind, Life Insurance Marketing, Mitigating Business Risks and Retention of

good employees, Transferring Business Risks and Personal Risks, Business Continuity and Protection with Steady and Stable Income, Employee Welfare Strategies, Grooming of Employees, Reducing Tax Liabilities and Increasing Balance Sheet

- ✦ Has successfully conducted for educating IAS officers under the "Karmyogi Abhiyan" of "Vibrant Governance Program" of the Government of Gujarat under the Chairmanship of then CM Mr. Narendra Modi
- ✦ Has been a recognized coach for the companies listed in Chamber of Commerce of Jamnagar since 2011
- ✦ An Out of the box thinker with a proven track record of increasing revenues, streamlining workflow and creating a team work environment to enhance profitability innovatively for reputed business houses by conducting regular training seminars on Marketing, HRM and Finance.
- ✦ Firmly believes that the key to success and failure is the same – Persistency. Always ready to serve with innovative ideas and can also provide solutions for marketing, admin and financial concerns.
- ✦ **His Clients do not hire him to be solvent; but they hire him to make sure that they never become insolvent**

Functioned as...

President of Jamnagar Junior Chamber – 1997-98

President of Lions Club of Jamnagar (West) – 2007-08

Thanking you for sparing your valuable time to read my profile. Attached are some photographs of my different training programs as documentary evidence:









