Subhash Handa

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Seeking Challenging opportunities in Corporate Relations & Placements/ Skill Development/ Training / Marketing with an organization of high repute

PRÉCIS

Over 21 years of rich cross functional experience in Corporate Relations & Placement, Client Servicing, Profit Centre Management, Training and Team Handling in Education & Retail Services Industry. Successfully trained & placed students in various organizations in North India. Extensive experience in training delivery and execution of the skill development projects. **Currently working as Deputy Director – Corporate Relations & Placements with J K L a k s h m i p a t U n i v e r s i t y Jaipur.** An effective communicator with proven leadership qualities and analytical abilities**.** Ability to delegate tasks and duties to other staff, good communication, listening and customer service skills.

EDUCATION

- Master of Business Administration (Marketing & International Business) from Central Queensland University, Sydney, Australia in November 2006. **(CGPA: 6.2/8)**
- B.Tech (Mechanical Engineering) from National Institute of Technology (NIT), Jalandhar in June 2003. **(74%)**

KEY RESULT AREAS

- **Corporate Outreach & Relationship Building:** Fostering strong relationships with Placement Partners. This includes aggressively recruiting new partners and supporting existing ones, confirming continuing association for placements.
- **Branding** – Organizing the Corporate Recruiter Events and showcasing the Brand for better performance of the Business.
- **Team Management:** Imparting /organizing training programs for achieving pre planned business targets. Leading, training & monitoring the performance of team members to ensure efficiency in sales operations.
- **Performance Management:** Managing the performance of placement team members as per the KPI, providing feedback and support, and ensuring their effective contribution to the overall placement process.
- **Training:** Identify and execute regular soft skills, General Aptitude & Domain workshops and Training for students like on a regular basis. Conducting Mock Tests on Regular Basis for effective performance.
- **Data Tracking & Reporting:** Keeping correct placement data, containing student information, company profiles, and placement result, for analysis and progress.
- **Strategy Development**: Executing effective recruitment plans, including finding target companies, developing convincing presentations, and employing various communication channels.
- **Placement Platform**: Automating the Placement Process by using a platform for effective data management, student tracking and Placement reports. Inviting the companies to register for the campus drives on the Platform and coordinates the process through the platform itself.
- **Placement Readiness**: Effectively managing the entire placement process, from campus interviews to offer acceptance, is essential. This includes managing interview schedules, providing necessary resources, and coordinating with corporate partners.

EMPLOYMENT DETAILS

JK Lakshmipat University Jaipur

Deputy Director – Corporate Relations& Placements **Since Dec'24**

Role:

- Career Services
- Leadership
- Policies, Systems, Processes & Procedures
- Employer Assistance & Database
- Individual Career Counselling

Manipal University Jaipur

Assistant Director – Corporate Relations& Placements **Jul' 21 – Nov'24**

Manager – Corporate Relations & Placements **Jun'16 – Jul'21**

Role:

- Spearheading the entire Training & Placement initiatives for entire university. Client Acquisition by way of conducting campus to corporate events and acquiring Recruiters and building Long Term relations with them.
- Building & maintaining effective Corporate Relations with domestic & International firms of repute for campus placements
- Handling the Internships & Placements of Premium B.Tech & MBA Recruiters.
- Maintaining Corporate Relations at high level that can result in good corporate institute interface & relations.
- Meeting the recruitment managers of various corporates and convincing them to visit the campus.
- Improving the quality of placements by bringing better companies & higher salaries as per the market standards
- Exploring opportunities and ensuring summer internship and placement of students in reputed companies.
- Introducing sustainable new initiatives to face the challenges of management education and meeting the expectations of students and industry planning.
- Increasing opportunities of campus placement by creating awareness amongst students.

Highlights:

- Contributed over 3000 Placement offers in the last 8 years with an Average Salary of over 10.5 LPA for the 2024 Batch.
- Managing a lot of Existing Premium Recruiters in the Industry like BlackRock, Juniper Networks, Deutsche Bank, JP Morgan Chase, Deloitte India, Dell Technologies, Microsoft, Barco NV, Genpact,etc.
- For 2025 Batch, contributed over 200 Placement offers with 35 offers of BlackRock at 18 LPA, 11 offers of JP Morgan Chase at 19.75 LPA, 19 offers of Deloitte India at 7.6 LPA, 17 offers of Genpact amongst the premium offers.

JetKing Infotrain Limited

Area Manager –Delhi (Retailability) **Aug'15 – Feb'16**

Role:

- End to end management of the skill development course on retail training under Pradhan Mantri Kaushal Vikas Yojna (PMKVY) certified by Retailers Association Skill Council of India (RASCI).
- Spearheading the business development effort for retail training course and managing the team of Centre Manager, Trainer, Marketing Executives and Counsellors for effective and smooth operations.
- Conduction of the internal and external certification examinations as per the procedure laid down by RASCI (Retailers Association's Skill Council for India).

- Preparation and execution of the detailed marketing plan and strategies which includes daily enrolment target for the team.
- Conduction of career grooming seminars in various colleges for better brand awareness among students.
- End to end management of various government projects related to the skill development of the youth in rural areas enabling them for employment in the retail services sector.
- Reporting the daily sales and collection to the CEO of the organization for effective reporting and future planning.
- Increasing opportunities of campus placement by creating awareness amongst students.
- Ensuring the placements of the candidates post Training program through corporate tie-ups with leading Retail Multi-National companies.
- Arrangement of Internship opportunities for students for providing them better practical exposure towards full time career in Retail.

APAC Consulting - New Delhi

General Manager - Training& Operations **Jul' 10 – Jul'15**

Role:

- Planning, conducting, and administering the courses under Star scheme of National Skill Development Corporation (NSDC) for Haryana and Rajasthan Government.
- Empowering youth in the rural areas for skill development leading to employability.
- Liaoning with various departments in the state governments for necessary approvals and execution of projects running under NSDC.
- Managing the team of trainers & executives for smooth operations.
- Business Development for Employability enhancement training in the colleges of Delhi-NCR, Punjab, and other areas of North India.
- Execution of various skill development projects of National Skill Development Corporation (NSDC) in various colleges and universities making students more skilled towards their field of study.
- Identifying, planning, and conducting all the training programs for students.
- Delivering training to students for general aptitude with precision and accuracy for better results.
- Ensuring the placements of the candidates post Training programs through corporate tie-ups and recruitment consultants.
- Counselling the students regarding the various education opportunities after graduation in India and abroad.

<u>Clients</u>

Skill Development Training:

Government of Rajasthan: Training of youth on customer service, retail operations in Bhilwara, Sikar, Churu and Tonk districts.

Government of Haryana: Training of youth on retail selling skills, basic manufacturing practices in Bhiwani and Panipat.

Aptitude Trainings:

- Numerical Reasoning & Critical Thinking: SNS College of Technology, Coimbatore
- Aptitude Training: Indian School, Al-Manamah, Bahrain

- Aptitude Testing: Baba Farid Group of Institutions, Bhatinda,Punjab
- Quantitative & Logical Reasoning: Ideal Institute of Engg. & Technology, Ghaziabad
- Aptitude Testing: Manav Rachna International University, Faridabad
- Aptitude Training: DCTM, Palwal, Haryana
- Complete Aptitude Training: Nehru Group of Colleges, Coimbatore

Personality Development cum Soft Skills Trainings:

- Interview Preparation: IILM Gurgaon & Lodhi Road
- Personality Development: SNS College of Technology, Coimbatore
- Personality Development & soft skills: CT group of colleges, Jalandhar
- Personality Enhancement Program: UPES, Dehradun

Content Development:

- Preparation of Aptitude tests for Campus Placements for Aspiring Minds, Aspire, etc.
- Presentations, Facilitator guides, student handbooks for some leading institutions in North & South India

Training certifications: Aptitude, Personality development & communication skills. **(Dale Carnegie)**

FIITJEE Ltd., New Delhi **Jul'07 – Jul' 10**

Manager-Admissions & Alliances

Role:

- Steered business development efforts for generating business for the organization by making alliances with the reputed schools.
- New business development through tie-ups for School Integrated programs.
- Directed the admissions process from point of inquiry through enrolment. Serve as a member of the Admissions Committee.
- Directed the planning and implementation of relevant activities and programs to maximize the effectiveness of FIITJEE as a brand.
- Coordinated and participated in all enrolment efforts: advertising, direct mail, Internet web page, etc.
- Promoted the study programs through seminars and presentations.
- Coordinated with other centers on all India basis in respect to new marketing communications.
- Managed the daily sales and overall enrolments and reported it to the Vice President-Admissions.

Highlights:

- Launched a fully functional FIITJEE UAE center in Bahrain in 2007 with 150 enrolments as a member of alliances Team of FIITJEE contributing Rs. 3.3 Crore from Oct 2007 – Jul 2008.
- Highest incentive earner amongst all Employees year after year. Earned Rs. 70k (In 2007). Rs100k (2008) & Rs.280k in (2009).
- Did substantial successful research, which led to the early start of FIITJEE Indore center.

Howards Storage World, Australia **Apr'05 – Jun'07**

Retail Operations

Role:

- Looked after the activities pertaining to customer service, profitability, training, and merchandising, facilitating corporate strategies to achieve company objectives in the areas of sales management, visual presentation, customer service, store development and store support.

- Was Responsible for inventory management, data updating / reporting and sales promotion execution.
- Responsibility for the analysis and statistical modelling of customer and prospect data, to provide quality insight into customer behavior.
- Was responsible for designing the training manuals used for the training of the sales advisors all across Australia.
- Involved in maintenance of an efficient computerized database for analysis, interpretation, and reporting.

Highlights:

- Got the biggest corporate order of home office furnishings from a reputed hospital in Sydney worth 1 Million AUD.
- Increased the share of New South Wales by 3% by virtue of some very big orders.
- Got the award for most hardworking employee consistently from Aug 2006 till May 2007

Thapar Steels Ltd., Ludhiana (Punjab)

Marketing Executive **Jun'03 – Feb'05**

Role:

- Marketing of cold rolling steel products in North Punjab.
- Identifying new market areas for products like nuts, bolts, and steelstrips.

Personal

- Leverages personal credibility to influence outcomes beyond own Business & Functional area.
- Risk taking ability and makes things happen, against all odds in a collaborative way.
- An effective communicator with exceptional analytical, technical, negotiation and client relationship management skills.
- Ability to relate to people at any level of business & management.

TRAININGS ATTENDED

- Attended train the trainers training program by Aspire Human Capital Management, Gurgaon, India
- Retail Industry by Howards Storage World, Sydney, Australia.

COMPUTERSKILLS

Main	:	C++, AUTO CAD 2i
E-Commerce	:	SPSS, SAP, MYOB
OS	:	Windows 95 /2000/XP
Other Tools	:	MS Excel

Special Achievements

- Silver Medal in Mechanical Engineering Department, NIT, Jalandhar, India.

PERSONAL DETAILS

DOB	:	01st March 1981
Marital Status	:	Married