

# Manohar Nair

Manohar Nair is a certified Instructor for networking consulting from the Asentiv® USA, Business Planning and Development Learning and Development ~ LMS Implementation ~ Human Capital Skills Management ~ Sales Training

L&D Thought Leader, with nearly 19 years of benchmarked success in design, production and launch of bespoke, ground-breaking, futuristic and scalable learning strategies, programs and solutions for large workforces in B2C & B2B settings. Over the years, I have gained strong foothold in the following areas:

- ☛ T&D Department Set-up and Leadership
- ☛ TTT on Innovative Training Techniques
- ☛ Introducing and Adapting to e and Digital Learning initiatives
- ☛ Business Development

As a Credible Coach, I have strategized Learning & Development interventions in the areas of Management Development, Behavioral and Soft Skills Training, Experiential Learning, Sales and Business Development Training. All throughout, I have been reckoned as an exemplary facilitator for surviving mission-critical migration / transformation in terms of enhancing learning processes, productivity, and quality & efficiency. I also bring a wealth of experience in converting Training

& Development Department into a profit center by creating a revenue generation model.

Also, I have positively impacted the digital learning spectrum by developing new approaches, creating digital content, conducting interactive virtual sessions, and sharing micro-learning experiences to enhance face-to-face and virtual learning workshops as Digital Learning Expert.

Well-connected people's person, sharp at engaging with diverse stakeholders including Board members & senior leadership, customers, partners, tech vendors and industry influencers and experts. Other professional attributes that define me well are: Energetic, innovative, agile, self-aware, motivated, positively infectious attitude, with an entrepreneurial spirit.

## SPECIALTIES

- ☛ LMS Implementation
- ☛ Training Need/Skill Gap Analysis
- ☛ Course Development & Curriculum Design
- ☛ Systematic SOP-based classroom, hub & spoke and E-learning T&D variant creations
- ☛ Learning Evaluation and ROI
- ☛ Technology Solutions & Integration
- ☛ Client Relationships
- ☛ E-Learning (Storyboard design & review–WBT, Simulation & Nugget)
- ☛ Facilitation Skills–Adult Learning Principles
- ☛ Presentation with different Training tools viz. Videos & Games