

Harish Ratnani

To those who know him and his work, Harish Ratnani is something of an icon. For Harish Ratnani has taken a life path few could tread. Devoting his life to achieving a greater understanding of the learning process and what constitutes influential communication, Harish's work has broken new ground in terms of the way we think about learning and communication.

As a dynamic and high-energy professional keynote speaker, trainer, and marketing consultant, Harish's focus is on **results** and **solutions**--the immediate transfer and application of learning to the workplace. His objective is to incorporate humor and creativity to make learning fun, motivate attendees, and challenge them to think creatively for maximum value for their time. His primary training goal is to ensure that information learned today will be applied on-the-job tomorrow. Attendees come away with a better understanding of how to apply newly learned skills to become more effective and productive within their organization. His messages resonate with audiences of all kinds from NGOs to Corporates to youth groups.

Harish is a self-employed trainer providing training consultancy programs for various organizations of repute. He is dedicated to improving organizational and individual effectiveness through his expertise in Insurance, Finance, Behavioral and Presentation Skills Trainings. Besides, he also provides trainings on motivation, teamwork, capacity building, communication, service excellence and leadership. His approach to Training has been through workshops and seminars which are always participatory and experiential in nature.

As a speaker, Harish gives keynotes for organizations and non-profit groups on life-long learning, developing human potential, teams and teamwork, creativity and more. His current assignments include providing training on Microfinance, Microinsurance and Behavioral Training to Non- Governmental Organizations. He has designed and instructed numerous training programs in leadership, management development, service excellence, change management, communications, resilience and personal growth.

Prior to this Harish has had a rich experience of ten years in the corporate sector. He has handled significant positions of Training as well as Sales and Marketing in leading Insurance and IT companies in India. He has facilitated the development of many system improvement and collaborative efforts and has been primarily responsible for the design and delivery of a variety of sales and training programs. Originally trained as a Management Graduate, Harish started his career in hardcore sales and marketing for Abacus Distribution Systems (a software giant). He then went on to selling Insurance at ICICI Prudential. When he shifted his focus from Sales and Marketing to

Training, (which was always something he sought to do) in ICICI Prudential, he was aware that through training, he would fulfill his goal to reach organizations and individuals who believe in the power of action – organizations and individuals who are passionate about succeeding at their highest level. At ING Vysya Life Insurance, he created and managed a one-person training department, which served five different locations in one state. After joining Aviva Life Insurance, Harish ventured into Developing Training Delivery Skills, (how to develop training skills of non-trainers and trainers) besides being entirely responsible for developing all the content required for training.

In his working years, Harish has also acquired additional qualifications in Insurance & Financial Services. ***With his insatiable quench for learning, he is a LIMRA certified MSS Trainer.***

On a personal note...

Harish was born in April 1975 in a small township of Neapanagar to an Electrical Engineer father and a Homemaker mother. Along with his two siblings he completed his schooling from Central School (C.B.S.E. Board) before moving to Indore for higher studies. He completed his graduation in Statistics followed by a PG in Management. Harish's wife is a social worker who runs a Non government organization and who is his pillar of strength. Harish considers himself a person with a humanistic, pragmatic, secular and philosophical outlook on most matters. He is content to use reasoning and science to help solve most of his problems.

Harish remains unique in his field due to his unquenchable thirst for understanding the how and why of learning. His energy levels, combined with his knowledge of, and commitment to the learning and communication process, are extraordinary and clearly distinguish him from others in the training arena.

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