



The Council of EU Chambers of Commerce in India

ONLINE PROGRAM ON

“6 Mantras for Business Excellence for SMEs”

1030 to 1300 hrs. | Monday, 17th August & Tuesday, 18th August, 2020

In the newly unfolded economic order, many of companies are passionately scouting for new opportunities, and are enthusiastically embarking on the business continuity plan. In this challenging time, they have many dreams and aspirations. Every entrepreneur needs to put his best foot forward to get past disruption and thrive amidst this crisis.

A strong leadership and management culture are the key to realise these dreams. Here is an opportunity to engage with eminent corporate leaders from diverse backgrounds; who have blended their wisdom into business mantras to enable you build an organization that is future ready.

The Council of EU Chambers of Commerce in India is organizing an online session on “6 Mantras for Business Excellence for SMEs” on 17th & 18th August from 1030 to 1300 hrs.

STRATEGY–Strategize & Grow

- Short term / Long term Strategy
- Business Analysis / Market Intelligence
- Competition mapping



OPERATIONS – Stay Nimble

- Dramatic improvement in PQCDMS
- End to end Supply Chain Management



FINANCE– Analyse & Prosper

- Profitability Management - Analysis, Budgeting & Financial Review.
- Balance Sheet Management – Working Capital & Cash Flow Management



6 MANTRAS FOR SMEs

LEADERSHIP – Influence & Impact

- Being a Role Model
- Developing Second Line Leadership



CUSTOMER & MARKET – Value the Relationship

- Strategy for customer retention & development (KAM, EMS & OLA)
- Customer Relationship Management



HUMAN ASSET– People as differentiators/ Creators

- Performance Management
- Reward & Recognition



KEY SPEAKERS:



Chandramowli Srinivasan
Former CFO, SKF India Ltd.

Chandramowli is chartered accountant by profession. Prior to his long stint of 28 + years in SKF, he has worked at AF Ferguson and Co. and KSB Pumps Ltd. Chandramowli is also trained TQM facilitator. In 2016, he was named by the Chartered Institute of Management Accountants as one of India's Most Influential CFOs



Kiran Rakhe
Practice Head - Supply Chain Management

Kiran received his formal training in Business Process Re-engineering in UK from a UK based consultancy firm and has worked with Mahindra group for 38 years. He has been certified as TPM Instructor by Japan Institute of Plant Maintenance after completing his training in USA & Japan in 1999.



Rajesh Srinivasan
Sales & Marketing Management
Professional

Rajesh has 22+ years of experience and his specialization includes Business Development, Sales Operations, Strategy Development & Deployment, Front End Marketing Campaigns & Communication, Channel Promotions, Network & Distributor Development.



Vithal Nayak
Director - Human Asset

Vithal was the Human Resources Head for Indian operations at Arvind, Pillsbury, Shapoorji Pallonji Engineering & Construction and SKF. Along with being a certified coach, He has worked extensively in the areas of HR Strategy, Performance Management, Talent Management, Organisational Development, Variable Pay Programs, Facilitation, Mentoring and Coaching.

Participants Profile:

- Business Owners
- Leaders
- Startups
- Decisions Makers

Methodology:

- Presentation
- Best practices
- Case Studies
- Activities & Exercises

**Complimentary
Participation**

For Registration Details Please Contact

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