



Profile: Mr. Dwaipayan Kumar Ghosh, Unicorn Consultants, Kolkata, India:

I am the founder and business owner of Unicorn Consultant. Unicorn Consultants and have Consulted and Trained with my associates over 90 Organizations and 5, 000 personnel for the past 26 years in the field of Behavioural Skills; Sales & Marketing; Quality Management Systems and Tools; Education; Sustainability Development Goals (SDGs) and Human Rights; and other functions related to it; from Large Public Sectors to Private ones; Government Bodies to Educational Institutions in India and UAE (namely Dubai).

I have Trained and Coached from Lorry Drivers (Defensive Driving) to Non-Management to Heads of Departments/Business and Directors.

I have managed teams of 3-5 highly educated and placed personnel (Consultants and Faculties) of the scale ISI, XISS, IISWBM and also for Care India, Chennai as a Functional Consultant.

Unicorn Consultants had a tie up with Board of Practical Training, ER, Ministry of Education, Government of India for rolling down 'employability skills training', General Attribute Development Programme across the EZ. We have had Clients from OIL India, Bengal Chemicals, Garden Reach Ship Builders, individual Engineering students, etc.

Some of our Major Clients in the Manufacturing and other Sectors are ranging from:- MCC-PTA (Mitsubishi Chemicals) to Berger Paints (7-8 Plants across India) both for 6-9 years respectively; Britannia Industries Ltd.(9 months); Castrol India Limited (2 Years) ; NTPC Farrakka; Orica Industries (periodical); Philips Carbon Black (periodical); Steel Authority India Limited (Ranchi-Training Centre); Central Coalfields Limited; WB Power Companies; etc.

I have been the Faculty for Micro Small Medium Enterprises (MSME) for Training in Quality Management Systems & Tools and Entrepreneurship Development; and is also registered with National Productivity Council, New Delhi for Lean Manufacturing Consulting Schemes especially for MMSME Units as 'clusters'.

I have conducted Training for Management & Sr. Management Teams (including Directors) of WBSETCL and Durgapur Projects Ltd, Bengal.

I with my Team have trained in Methodologies of Teaching for the Information Technology Department of MAKAUT under the TEQIP 2 Scheme and also for the Teachers' of Rajendranath Group of Institutes, Bengal.



Among the other Consulting assignments for the Corporate Sector and NGOS like Care India, we have for the Municipal Body of West Bengal; we have executed Projects for the KUSP and DFID Scheme (under PWC Guidelines).

Among all India Sr. Management Programme, implemented Training Programme on Coaching & Mentoring Skills for the AGMS and the GMs of SAIL Training Management Institute, Ranchi.

I was also the ex-Executive Director of Institute for Inspiration & Self Development (IISD), which is a promotion of Srei Foundation and now known as Shri Hari IISD.

My expertise lies in the following areas: -

- ⇒ Study, Analyze and Present 'gaps and recommendations for improvement' on Management Areas, in the functions of Organizational Development; Customer Service improvement (CRM); Quality System Tools; Sales; etc.

- ⇒ Development of People and process through Consulting and Learning & Development: Organizational Behaviour, Customer Care, Sales Leadership, Leadership and Team Dynamics, and other Behavioural Skills; supporting to set Objectives for Study through Analytics for basic Functions; Customer Service improvement (CRM); Supply Chain Management; Quality System Tools; Sales; etc.

I hold degrees in Economics and Applied Mathematics viz. Econometrics from Clark University, U.S.A. (ranked among the 10th in the USA as one of the Best Small Universities)

I have won awards and recognition both in India and International.

I have Published Papers and been a Speaker at National and International level Seminars.

Prior to this, he was involved in setting up of IT Systems & Networking; import of IT products to India from Singapore & Dubai; and also Merchant Exports & Imports, (1990-1998).

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