



# AKHILESH DESAI

## Overview

- Experiential learning specialist with 11+ years of experience.
- Facilitated 500+ workshops with 10,000+ participants.
- Demonstrated success in empowering teams to overcome obstacles and achieve peak performance.
- Extensive experience in delivering impactful experiential learning workshops across various functions and industries in remote, onsite, and hybrid setups.
- Akhilesh is committed to crafting immersive learning journeys that drive positive change within teams and organizations, ensuring participants leave with both actionable insights and a smile.
- An avid reader and a certified life coach.

## Areas of Expertise

- Behavioral and Organizational Development
- Team Building and Engagement Facilitation
- Corporate Social Responsibility (CSR) Integration
- Building High-Performing Teams
- Leadership Business Simulation Facilitator

## Key Facilitation Experiences

- Delivered a “Discipline of Execution” workshop for 15 top leaders at VKL Spices.
- Engaged Harman's global leadership team in a “Big-Picture Thinking” team engagement session.
- Delivered a “Growth Mindset” workshop to 75 senior managers at IOCL.
- Workshops on “Change Management” and “Presenting With Impact” for 25 senior leaders at Avery Dennison.
- Facilitated team engagement to foster collaboration among 35 procurement managers at Thales in Dubai.
- Led an “Influence Without Authority” workshop for 75 senior and junior managers at Kohler.
- Facilitated CSR workshops for 250 participants at ICICI Bank and 50 new hires at Dell.

- Fostered company values through “Process Facilitation” for 25 functional heads at BSV Serums and Vaccines Ltd.
- Led a “High-Performing Teams” workshop for 25 individual contributors and managers at Glenmark.
- Facilitated a learning intervention for a cohort of 100 new managers at Deloitte.

## Sectors Served

- Consulting
- Pharma
- Banking
- Auto
- Manufacturing
- IT
- FMCG

## Clientele



## Certification and Education

- American Heart Association (AHA) Certified
- Certified Knolskape iLead Simulation Facilitator
- Certified Neuro-Linguistic Programming (NLP) Practitioner
- International Coaching Federation (ICF) Certified
- Advance Facilitation Course by Tata Institute of Social Sciences
- MBA from Chetna’s Institute of Management & Research



## Publications

- [3 secrets to employee engagement](#)
- [4 leadership Insights for a high-performing team](#)
- [5 strategies for creating a powerful team](#)

# Business Experience

## Core Team Member, Business Simulations Vertical- FocusU Engage (2020-2021)

- Strategically sourced and recommended global simulations tailored to address client needs
- Developed a diverse portfolio of simulation offerings.
- Provided mentorship to the Mauritius team, enhancing their proficiency in FocusU operations and facilitation techniques.

## Business Development Executive- Swan Solutions Pvt Ltd (2012-2013)

- Conducted market research, and identified opportunities through segmentation, and trend analysis.
- Managed the sales pipeline to drive the acquisition of new clients.
- Collaborated closely with the senior team members to identify opportunities and mitigate risks.

# Testimonials



“Akhilesh did a brilliant job as a lead facilitator, leading the entire show for 2 days. The maturity demonstrated was worth the wait, and issues were addressed in the right spirit. Not a single moment of lag felt.”

**Anoop Prakash**

Learning & Development, Huntsman International (India) Pvt Ltd



“It was a smooth ride. I would like to really thank Akhilesh and Ashish for being so supportive and ensuring that the event goes well. I am sure this will be an activity to remember and a lot of takeaways on collaboration.”

**Kiranmye Gandham**

Zenoti

# The FocusU Footprint



Creating impact through learning since 2010



Backed by our unconditional promise: Happy or Free



Original proprietary content based on the latest in behavioral science



Trusted by customers across geographies



## About Us

FocusU Engage is one of India's leading names in the field of learning and OD interventions. The inspiration behind FocusU is a quote from Walt Disney: "Laughter is no enemy to learning".

"To enable people & teams be more through meaningful learning."

This is the mission that has driven us over the years and made us a name that L&D stakeholders across more than a 900+ corporates place their faith on to deliver every single time.

We solve two big problems for our clients.

- Learner engagement: When a learning intervention is not customised, learners are not engaged.
- Application of learning: Without learning transfer, investments on training deliver very less ROI.

We believe one size never fits all. Hence for each engagement, we take time to understand the need deeply. We ask a lot of questions and at times push back against what we think are unrealistic expectations from a training program. But eventually this helps our clients and us arrive at a shared understanding on how we can create tangible impact for the business. Only then do we proceed to designing the learning intervention. And we own it end-to-end in terms of content, delivery, communication and program management.

Our learner-centricity is not an empty promise. We have backed it up from our founding days more than a decade and a half ago, with an unconditional promise to our customers that we call, "Happy or Free."

Every year, we conduct around 1000+ learning workshops – that touch the lives of over 40,000 employees. As our tagline says, we hope to inspire each person we touch to #BeMore.



To know more about us, drop in at: [www.focusu.com](http://www.focusu.com)

We are a very friendly bunch, so do feel free to reach out to us through:

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