



SANJAY LOHANI

Overview

- Highly experienced facilitator with over 20 years of success in leadership roles.
- Emergenetics certified facilitator with 5+ years of experience and 200+ workshops delivered successfully.
- Unique blend of business acumen, leadership development expertise, and engaging facilitation skills.
- Passionate about creating impactful learning experiences that help participants develop essential skills.
- Keynote Speaker at NPCC (Mauritius) on 'Managing Virtual Teams.'

Areas of Expertise

- Business Acumen
- Leadership Development
- Facilitating Learning Simulations
- Building High-Performing Teams
- Strategic Thinking and Decision-Making Workshops

Key Facilitation Experiences

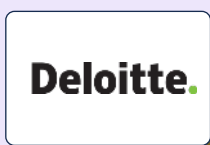
- Facilitated a 3-day workshop on Negotiation & Decision Making for senior managers at Indian Oil.
- Onsite Leadership development workshop for IndiVillage, Best Education, ET Money, Esper, Syngene, and Amex.
- Workshops on Stakeholder Management Kohler, LAM, Siemens, and more.
- Led workshops on Strategic Thinking, Building High Performing Teams, and Presenting with Impact for senior managers at CGI.
- Business acumen workshops at Piramal Group, Akzo Nobel, Eaton, and Perfetti Van Melle for more than 200 participants collectively.
- Program on 'Impactful client meetings' for global sales leaders from South America, Europe, and India at Dr Reddy's.

- Emergenetics workshop at Perfetti Van Melle (North team), Lego, Lenovo (global PMO team), and HCL across departments.
- Facilitated CSR activity workshop for new joiners at Deloitte.
- 'Science of Story Telling' workshop for Avery Dennison, LAM, Tata Chemicals, and Amex.
- Led the 'Learning from Failure' workshop for managers across the hierarchy at HSBC.

Sectors Served

- Pharmaceutical
- Consulting
- Finance
- IT

Clientele



Certification and Education

- American Heart Association (AHA) Certified
- Certified Trainer: Professional Selling Skills
- Strategy and Leadership in VUCA world certification by IIM Bangalore
- One-year Management Executive Program on Strategic Marketing - Chicago University Business School, 2007-2008
- Post Graduate Diploma in Marketing Management (PGDMM) from Annamalai University, 1994



Business Experience

- Senior Director, Arrow Teleflex Medical (India) (Jan 2016 - June 2019): Achieved 32% growth in the first year, surpassing global performance benchmarks. Grew export markets by 60% within two years.
- Business Unit Head, Zimmer Biomet (India) (June 2012 - Dec 2016): Increased revenue by 21% CAGR.
- Marketing Head, Zimmer (India) (Jan 2006 - June 2012): Launched a successful "Gender Knee" campaign and established the marketing department from scratch.
- Held various leadership positions in healthcare companies like Baxter, Edwards Lifesciences, and ICI Pharmaceuticals (1994 - 2019). Achieved consistent sales growth and implemented successful marketing initiatives.

Testimonials



"It was a wonderful experience with the FocusU team. Mr. Sanjay and Pranch could make our sessions very interesting and effective. We went back to our childhood days of fun, excitement and joyful learning. I could accomplish my personal goal of becoming a better leader and my overall team goal to unite and bring everyone under a shared vision. We all have taken back valuable lessons which I hope can bring in a change in the days to come."

Sunil Kumar

Principal Jeddah School, Bridgeway Educational Systems & Training Services LLP



"We were very happy with how well organized the whole training was despite the unusual virtual setting. The FocusU team was very approachable and helpful in sharing all necessary resources. The training was well designed and combined theoretical learning with hands-on practical practice."

Saranya Mukherjee

Lead-Early Career Development, Campus & Employer Branding: Reckitt Benckiser

BLACKROCK

My overall experience as a learning consultant was definitely perfect and I would surely recommend FocusU within my network. Content for the two series of workshops on Leadership challenge was apt for our new managers and added a lot of value. It's truly a happy moment when your participants walk out of the training with positive experience and especially when they state that the concepts or stories were relatable to their workspace. Truly value your promptness and commitment throughout this journey and the Facilitator was without any doubt one of the most grounded and knowledgeable trainers I have met. Thank you for partnering with us and I am sure we will continue with this partnership in the future.

Upasana Bhatia

Talent Management, Blackrock

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

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

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