HOW YOU & YOUR BUSINESS CAN BENEFIT

PROGRAMS ON HIGH PERFORMANCE FOR HIGH PROFITS

Enabling leaders and teams to grow on purpose, performance and profits

Connect now to get started

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Sangeeta
Shankaran
Sumesh
The Gain Enabler
www.sss.coach

Enabling Leaders & Teams to grow on

PURPOSE
PERFORMANCE
PROFITS

CFO TURNED BUSINESS & LEADERSHIP COACH | GLOBAL SPEAKER | BESTSELLING AUTHOR | INDEPENDENT DIRECTOR ON CORPORATE BOARDS

DR CA SANGEETA SHANKARAN SUMESH

TO GROW

Call : 91-9176682844

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PARTIAL CLIENT LIST

CISCO RPG Ford murugappa TransUnion ALTIMETRIK INDIUM encora First Capital BANK HSBC

SUMMARY OF PROGRAMS OFFERED

A. Financial Growth Workshops –

1. Building high performance teams
2. Finance for business decision-making
3. Designing Profit strategy
4. Business Partnering strategy for financial growth
5. Value creation for maximizing potential

B. Other Growth Workshops -

6. Goal setting and visioning workshop
7. Nurturing leadership growth
8. Bridging the gender gap in the organizational pyramid
9. Financial Storytelling for Senior Corporate Leaders
10. Implementing effective Objectives and Key Results
11. Leadership Development and personal branding

C. Speaking engagements

12. Engaging global keynote speaker for Corporates, Conferences, Townhalls etc.

D. Individual growth coaching program

13. Customized Executive and leadership Coaching

For more details visit -

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HOW WILL THESE PROGRAMS HELP YOU & BUSINESS TO GROW & GAIN?

Each of these programs have been designed specifically in enabling high performance & enhancing financial growth as the business demands. The programs are customized according to requirements. These programs will kindle the thoughts to contribute to better business growth and profitability.

WHO WILL BE CONDUCTING THE PROGRAMS?

The programs will be conducted by Dr CA Sangeeta Shankaran Sumesh, a Chief Financial Officer turned Business, Leadership & Team Coach contributing by maximizing potential, performance and profits.

An Independent Director on Corporate Boards, Sangeeta is on a mission to enable, empower and elevate businesses with a purpose to serve Corporate leaders and teams to shine and succeed. She brings along rich corporate experience with different multinationals.

A recipient of many awards, Sangeeta is a Chartered Accountant, Management Accountant, completed executive education from Harvard Business School & obtained Doctrate from Swiss School of Business & Management. She's also a credentialed Coach from International Coaching Federation (PCC), TEDx & Global Professional Speaker plus Bestselling Author of "What The Finance", "Get High" & "Where's The Moolah?"

Her clients include Ford, Cisco, BMW, Dover, Indium, Murugappa Group, Witzenmann, RPG Group, Transunion etc.

Watch profile video HERE or scan

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WORKSHOP 1 - BUILDING HIGH PERFORMANCE TEAMS

Objective – To build a culture of high performance individually and within teams

Duration – 2 days

Audience – Management team

It is said that culture eats strategy for breakfast. No matter how strong the strategic plan may be, the effectiveness of the same to succeed depends on the high performance culture within the organisation. High performance leads to high profits. This is based on the theme of the book GET HIGH.

Outcome –

- Understanding the art of high performance
- Right mindset to overcome challenges & achieve goals
- Utilizing the High performance Keys
- Creating hacks to achieve high performance
- Understanding factors that impact team effectiveness
- Fostering the factors for team effectiveness in the organisation
- Impact of High Performance on the business and individuals
- High performance leadership

Testimonials on high performance workshop available HERE

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WORKSHOP 2 - FINANCE FOR BUSINESS DECISION MAKING

Objective – To sharpen the financial acumen to contribute to the financial growth

Duration – 1 or 2 days

Audience – Non-finance Managers

This group learning session that is being offered as a Finance workshop, is aimed at enabling the participants to take the right financial decisions for the business and contribute to the financial growth of the business. This is based on the theme of the book "WHAT THE FINANCE"

Some of the topics proposed for this session are:-

1. Understanding, interpreting and analyzing Profit & Loss
2. Steps for Cost management
3. Spend Management techniques
4. How to prepare budgets
5. Preparing forecasts
6. Performing Variance Analysis
7. Measuring vertical wise Profit & Loss
8. Understanding & interpreting Balance Sheet
9. Understanding Cash flow statement
10. Profit Volume analysis

Outcome - Understand finance to take right business decisions

Testimonials on the finance workshop available HERE & HERE

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WORKSHOP 3 - DESIGNING PROFIT STRATEGY

Objective – To build a strategy to maximize the business profitability

Duration – 1 or 2 days (depending on the requirement) followed by monthly progress sessions

Audience – Senior management

This will be an exclusive workshop and the topics vary as per each business requirement. It is based on the theme of the book "Where's The Moolah?"

This workshop deals with the major business functions of the organisation like Sales, purchases, Human resources, Strategy, Operations etc.

The workshop will enable the team to brainstorm together to explore different possibilities for the business which will help grow the bottom line. The contents will be based on the organisational requirements which will be arrived at based on the pre-workshop discussions.

Outcome - Grow the business profitability.

Testimonials on the profit strategy workshop available HERE, HERE and HERE

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WORKSHOP 4 - BUSINESS PARTNERING STRATEGY FOR FINANCIAL GROWTH

Objective – To build synergies to contribute & collaborate for business growth

Duration – 1 or 2 days (depending on the organizational requirement)

Audience – Leadership team

Some aspects of this workshop will highlight the importance of:

- Why should leaders indulge in business partnering?
- How does the business benefit through business partnering?
- How to go about business partnering?

Outcome

1. Create psychological safety
2. Leader as a Coach
3. Business partnering for financial growth
4. Leading change
5. Driving digital transformation
6. Keys for business partnering
7. Value creation
8. Designing the business partnering strategy

The workshop will enhance awareness on the importance of business partnering for the financial success of the business.

Testimonials on business partnering strategy available HERE

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WORKSHOP 5 - VALUE CREATION FOR MAXIMIZING POTENTIAL

Objective – To enable leaders to think big and create more value for the business

Duration – 1 or 2 days (need based)

Audience – Leaders of the different businesses units & verticals

Performance Breakthrough and transformation for an organisation can be achieved when the business is able to get beyond the standard performance and day-to-day operations to a point where the outcomes are significantly better than past achievements to maximize potential.

This workshop will enable to maximise profits, propel revenue growth and arrive at actions that are required to achieve performance breakthroughs for business transformation.

Outcome

1. Arrive at OKR's
2. Create purposeful strategy
3. Growing beyond the current level
4. Dissecting the business wheel
5. Building high performance teams
6. Performing gap analysis
7. Designing the way forward

Testimonials on the value creation workshop available HERE

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WORKSHOP 6 - GOAL SETTING & VISIONING

Objective – To enable the management team to craft the growth path ahead

Duration – 1 day

Audience – Leaders and their one downs.

Setting goals is the first step in turning the invisible into the visible. This workshop will facilitate the team to think big, set the right goals and craft the financial growth path ahead. It will propel the team towards the actions to be taken to achieve the set goals.

Outcome

1. Understanding the current state of business
2. Enhanced awareness with SWOT Analysis
3. 4A Approach to growth
4. Setting the right Objectives and Key Results
4. Steps to Transform
5. Creating a Vision Board
6. Learning from group wisdom

Testimonial – "The goal setting and visioning workshop Sangeeta conducted for the all India leadership team of our organization was highly effective and well appreciated. The sessions were highly energetic and focused on the objectives. We received positive reviews from the participants." *Suresh Nambiar, Director Finance*

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WORKSHOP 7 - NURTURING LEADERSHIP GROWTH

Objective – To grow leadership skills to become a better leader

Duration – 1 or 2 or 3 days

Audience – Leaders & aspiring leaders keen to grow their leadership skills

Having conducted many leadership sessions, it is observed that there is a leader in each one, irrespective of the designation held. The skills need to be nurtured to "Grow the Leader" from within and facilitate leadership development. This program can be customised to your requirements to translate it into organisational growth, high performance leadership for financial growth.

Outcome

- Develop leadership traits and evolve individual Leadership style
- Overcome leadership challenges
- Effective Communication
- Exploring collaborations and developing synergies
- Build an action plan to overcome the identified gaps
- Design the way forward

Testimonials from clients on leadership development programs are available HERE & HERE

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WORKSHOP 8 - BRIDGING GENDER GAP IN THE ORGANIZATIONAL PYRAMID

Objective – To groom High Potential women into leadership roles

Duration – 12 months (Group sessions + Individual sessions)

Audience – Women Managers & above

With an external coach supporting, challenging and nurturing their development and focusing on your organizational values, women can grow faster into the leadership roles of the organisation thus bridging the gender gap in the organizational pyramid.

Outcome

- Work around solutions for personal & professional challenges
- What it takes to be an influential leader
- Effective communication with team
- Understanding responsibilities as a Leader
- Exploring collaborations and developing synergies with peers
- Building an action plan to grow as a leader
- Designing actions for way forward

Testimonials from clients on women leadership development programs are available HERE and HERE

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WORKSHOP 9 - FINANCIAL STROYTELLING

Objective – To enable the finance team to effectively communicate and present impactfully.

Duration – 1 day

Audience – Finance leaders

Finance is no longer just the language of numbers. It's the language of leadership. Finance leaders don't just report performance; they shape decisions. When numbers are wrapped in a clear story, they move from information to influence.

Financial storytelling drives better decisions, builds credibility and trust. It also elevates finance from scorekeeper to strategist.

Outcome

- Storytelling frameworks and techniques that create impact
- Finance leaders communicate with influence, not just information
- Financial data gets translated into clear business stories
- Faster, better decision-making in leadership forums
- Stronger executive presence and confidence
- Finance becomes a strategic business partner

Testimonials from clients on financial storytelling are available HERE

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WORKSHOP 10 - IMPLEMENTING EFFECTIVE OBJECTIVES & KEY RESULTS

Objective – Understand, implement and monitor OKR's to achieve the business objectives.

Duration – 1/2 day

Audience – Leaders, C-Suite Executives and Entrepreneurs seeking to implement and grow their business through effective use of OKR's.

WHAT DOES THIS WORKSHOP OFFER?

The proposed topics that will be covered in the one day workshop includes :

- Fundamentals of OKRs
- Benefits of OKRs
- MBO vs Goals vs KPIs vs OKRs
- Demystimyfing OKR
- OKR cycle
- Types of OKR
- OKR Guidelines
- Exercise
- OKR alignment
- OKR methodology
- OKR Mistakes to avoid

Outcome

- Improved efficiency due to better transparency and collaboration
- Improved accountability and team alignment
- Focused & tested approach to achieve business objectives

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WORKSHOP 11 - LEADERSHIP PRESENCE & PERSONAL BRANDING PROGRAM

Objective – Build personal brand and enhance leadership presence.

Duration – 1 day

Audience – **L**eaders, C-Suite Executives and Entrepreneurs seeking to elevate and grow their leadership.

WHAT DOES THIS WORKSHOP OFFER?

The proposed topics that will be covered in the one day workshop includes :

- Brand you
- Benefits of personal branding
- The X Factor of personal branding
- The five pillars of leadership presence
- Traits of leadership presence
- The ABC's of leadership presence
- Growing your leadership presence
- The Do's and Don'ts to grow leadership presence
- Ace in growing brand you
- The secret power of brand you

Outcome

- Improved awareness
- Inspiration and increased respect
- Enhanced leadership effectiveness

Testimonial – "Sangeeta's session on establishing a personal brand and leveraging the power of uniqueness, was transformative. She provided clear, actionable insights with practical examples. Her engaging delivery made complex concepts easy to understand and implement. Highly recommend Sangeeta for anyone looking to stand out and make an impact." **Lakshmi Gowda, Sr Manager Group Engineering , TESCO**

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PROGRAM METHODOLOGY

All the programs are customizable on duration, content etc. to suit business requirements. To ensure real learning takes place & endures, both formal & informal elements are integrated for a holistic approach.

When the learning is made in a fun way with games, stories and practical examples, the reception to learning and implementation is higher.

WHY DR CA SANGEETA?

Here is how you benefit from Sangeeta's uniqueness -

- Combines 30 years of her Corporate leadership experience, finance background and coaching skills.
- Cater's to clients' specific needs
- Accountability partner and growth enabler

Sangeeta offers customized programs, curated workshops and personalized coaching sessions with easily implementable actions that will enable you and your team to maximize personal, professional and business potential, performance and profits.

Sangeeta has been recognized for her contributions. Some of them being-

- "Outstanding Professional Award" by FICCI
- Leading Woman CFO in India
- Awarded 100 inspiring authors of India
- Nightingale Award by the Society of Auditors
- "Value Creator Award" by the Institute of Chartered Accountants of India

Join in and experience the delight of working with Dr CA Sangeeta.

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12. SPEAKING ENGAGEMENTS

Sangeeta is a global keynote speaker on Finance, Business growth, Strategy, High performance and leadership.

She is a speaker at various national and international forums, conferences, Corporate events, Townhalls etc.

Sangeeta's talks are engaging, inspiring, thought-provoking and action-oriented.

Client Testimonials

"Sangeeta brings her trademark energy & enthusiasm as a Speaker. The design & delivery is informative, interactive & well-received". *Bryan Lapidus, Director, Association of Finance Professionals, USA*

"Sangeeta's online session "How leaders pave the way for High Performance & Financial Success" was undoubtedly one of the best leadership sessions". *Sergio Wuensche, MD & CFO, ASW, Brazil.*

"Sangeeta delivered a great session that was unique and mesmerizing at the International Conference of the Muscat Chapter of ICAI. The audience praised the content and her presentation style." *Ashwini Sawrikar, Chairperson, ICAI Muscat*

More Testimonials on in

Watch Sample talk HERE and HERE

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13. INDIVIDUAL GROWTH COACHING PROGRAM

Sangeeta contributes to personal and professional growth by combining her 30 years of Corporate leadership experience, finance background and skills of a Business & Leadership Coach, thereby enabling high performance & enhancing financial growth.

She facilitates solutions for specific challenges of her clients. Sangeeta tailors and personalizes each coaching session with easily implementable actions that enable the client to maximize personal, professional and business potential, performance and profits.

Coaching Methodology

The coaching will be in person / virtual / telephone call or a mix, as initiated by the client at a mutually convenient time. In the coaching sessions, we will discuss the client's goals and seek ways to overcome challenges by enabling the best solution.

Coaching Philosophy & Framework

Sangeeta's coaching philosophy enables maximizing potential, performance and profits by being a higher version of the desired self.

The coaching framework that will be used is based on the GROW model. Other coaching tools will also be used on a need basis.

To know more about coaching check this podcast HERE

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13. INDIVIDUAL GROWTH COACHING PROGRAM

Client testimonials

Coaching Outcome

Sangeeta demonstrated strong intuition for the deeper underlying factors, asked probing questions and shared several useful frameworks and tools. I would strongly recommend Sangeeta for senior executive coaching and mentorship.

Mythri Sambasivan-George,
Group CFO, FMB Capital Bank
Southern Africa

★★★★★

Coaching Impact

Sangeeta's presence in my professional and personal journey has been a game-changer for me. I gained awareness of my goals through the insightful coaching sessions, reflection, and the tools that she leveraged in our sessions. I gained clarity on the negotiable and non-negotiable things in pursuing my goals that serve as my north star for the road ahead.

Vijay Krishnanji
Director Innovation, NTT Data Services, USA

★★★★★

Team Coaching Experience

"Sangeeta always went above and beyond expectations.
She always provides well-articulated and clear insights that help to make crucial decisions for growth.
I look forward to engaging with her again for our training needs".

Ravi Prasad
Business Head, PSG Dover

★★★★★

Coaching Outcome

"Having undergone the Coaching sessions with Sangeeta, has been the best Professional Development experience that I ever had.
It helped me to think as a visionary & sharpen my leadership skills through effective communication, strategic thought process & result oriented approach. Her approach of asking the right questions & leading me towards the right answers supported by appropriate decision making tools has been a game changer."

Deepak Birjuka
Executive Director & Group CFO, Luthra

★★★★★

More Testimonials on www.sss.coach and HERE

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