



PSYCHOMETRIC ASSESSOR



LIFE SKILLS

CAMPUS TO CORPORATE



OUT BOUND TRAINING

PRINCE FARAQUALEETH

JCI National Trainer, CEO Reach Academy

SALES & MARKETING



BEHAVIORAL TRAINING



CORPORATE TRAINING



TRAIN THE TRAINER



PRINCE FARAQUALEETH RAJA **Trainer & Consultant**

Trainer , Facilitator & Consultant | Certified Psychometric Assessor | CEO : Reach Academy
CEO - Vibha Training and Consultancy Services | Trainer : Punch Gurukulam |
National Trainer – Junior Chamber International | Past President – JCI Salem Rungs |
Member – Rotary Club of Salem Metropolis | Member – Lions Club of Erode Supreme |
Dale Carnegie Train The Trainer Workshop Participant | Guinness World Record
Holder for Largest Lesson in Creative Thinking.

22 Years of Industrial Experience in Administration, Sales, Marketing and CRM.
21 Years of Experience in Psychometric Assessments, Behavioral and Attitudinal Training

PRINCE FARAQUALEETH RAJA, Trainer & Consultant

PROFILE SUMMARY

- ❖ 24+Years of experience in Administration, Sales, Marketing & CRM in B2B & B2C with expertise in Management Consulting, Marketing Management, Business Development, Strategic Management and Customer Relationship Management.
- ❖ 19+ Years of experience in Sales, Marketing, CRM, Behavioural & Soft Skill Trainings.
- ❖ **TRAINER & COACH**
 - Delivering for Banking, Insurance, Automobile, Agriculture, Education, Textiles, Information Technology, Finance, Construction, Real Estate, Bio Tech, Health, Food Processing, Telecommunication, Retail & FMCG Sectors.
 - Delivering Trainings and Coaching in Sales, Marketing, CRM, Work-Life Balance, Team Bonding, Goal Setting, Science of Happiness, Business Leadership, Business Communication, Thinking – Creativity & Train the Trainer.
- ❖ **BUSINESS CONSULTANT** – Delivering HR Consulting, Behavioural Assessment, Marketing Management and Customer Behaviour Analysis.
- ❖ **PSYCHOMETRIC ASSESSOR:** Handling assessments, evaluations and counseling through MBTI, FITS, Selling Style Indicator, Sales Level Inventory, 16 Personality Factors, Learning Styles, Competency Mapping, DISC, Leadership Style Inventory, Multiple Intelligence and Adversity Quotient tools.
- ❖ **OBT & EXPERIENTIAL FACILITATOR:** Trained in Experiential Learning and Activity Based Learning & Out Bound Trainings. Worked as Lead Facilitator more than 45 Out Bound Training Camps.
- ❖ **CONTENT DEVELOPER:** for various training groups which includes Defining Course Contents, Developing the Program and Preparation of Technical Support like Slides, Handouts and Materials.
- ❖ Conducting TRAIN THE TRAINER programs, groomed over Fifty + trainers.
- ❖ Conducting Work-Life Balance and Attitudinal Tuning programs with Psychometric Assessments for Personnel of various industries and Psychometric Assessments for Students.
- ❖ Trained police personnel in Stress Management, Mob Psychology on behalf of Salem Police Department.
- ❖ **Experience Summary**
 - Conducted more than 2200 Training Programs and Workshops for Corporate, Colleges, Schools and NGOs.
 - Heading the Marketing wing of REACH Academy who are the fast growing Training Services Academy for Entrance Exams including JEE, NEET, CLAT, CA, Foundation and others entrance exams. It has 30 Franchisees across Tamilnadu.
 - Heading the Training and Facilitation wing of Vibha training and consultancy services which caters its clients in Corporate, Colleges & Schools in the development Life Skills, Soft Skills, Work Life Balance, Productivity Management, Consulting and Psychometric Assessments.

PRINCE FARAQUALEETH RAJA, Trainer & Consultant

GLIMPSE of RECENT CORPORATE TRAININGS

- ❖ Client : JHON DEERE
 - Trained 200+ Sales Team, Branch Heads, CSO & ROs in Emotional Intelligence, Effective Sales Management, People Management & Customer handling.
- ❖ Client : Lakshmi Ceramics
 - Selling Skills for 200 plus Sales Executives. Leadership Skills to 20 of the Top Management People.
- ❖ Client : Navilu Marbles
 - Trained 80+ participants in Effective Sales Management, Customer Relationship Management, Creativity and Problem Solving.
- ❖ Client : TITAN
 - Trained over 50+ Participants in Team Effectiveness.
- ❖ Client : TANISHQ
 - Trained over Seventy Participants on Stress Management and Team Skills.
- ❖ Client : THRIVENI EARTH MOVERS
 - Trained 50 Plus Zonal Managers and Site Engineers on Work Life Balance and Problem Solving.
- ❖ Client : MALABAR GOLD
 - Trained Forty plus Store Heads and Two Hundred Plus Executives in Managerial Excellence, Customer Handling Process Handling and Leadership.
- ❖ Client : Himalaya Wellness
 - Delivered Advanced Business Communication Skills and Presentation Skills for 35 State Heads and HRs.
- ❖ Client : Idhayam Gingely Oil
 - Delivered program on Family, Business, Society Effectiveness to 250 Dealers of Idhayam.
- ❖ Client : Idhayam Micro Finance
 - Trained 60 Area Sales Managers on Selling Skills
- ❖ Client : BAJAJ Allianz
 - Trained 30+ Sales Consultants on Selling Skills, CRM & Behavioural Skills.
- ❖ Conducted Program on Sales, Conflict, Decision Making, Leadership, Team and Stress for Companies like Malabar Gold, TITAN, Tanishq Hosur, Idhayam Oil, AQUASUB, Kirtilal Kalidas Dimexon, Premier Mills, Idhayam- G Micro Finance, THRIVENI Earth Movers, Lakshmi Ceramics, Himalaya Wellness, Lakshmi Ceramics, Sky Homes, Jhon Deere, Sigaram, Centrio.
- ❖ Conducted More than 600 programs in a span of Eight Years for Insurance Industry including LIC, Bajaj Allianz, Sriram Insurance, ICICI Prudential.
- ❖ Conducted more than 400 Programs on Sales Motivation and Sales Management for more than Three Thousand Participants in Banking, Insurance, Automobiles, Retail Products and Financial Sectors including Centurion Bank of Punjab, ICICI, Bajaj Allianz, Sriram Insurance, ICICI Prudential, Reliance and NBFS.
- ❖ Conducted 50+ Workshops for Employee Productivity Management and Work Life Balance for leading companies including Premier Mills, Dimexon, Aqua Sub Engineering, Pupa Ceramics and more.

PRINCE FARAQUALEETH RAJA, Trainer & Consultant

- ❖ Worked as a Key Faculty and Facilitator in Leadership Camps like Rotary Youth Leadership Awards in 20 Camps and Zone Youth Leadership and Administration Academy of Junior Chamber International in Three Camps.
- ❖ Faculty cum Consultant for Train the Trainer team of International Business Training Association's Salem Centre. Conducted 20 Train the Trainer Workshops producing 50 Professional Trainers.
- ❖ Conducted more than 200 Career Guidance Programs for the School Children.
- ❖ Trained more than 400 participants in Goal Setting, Team Building, Communication and Competencies. Has been instrumental in educating more 5, 00,000 students in the computer field. Catering to the needs of the middle class students at a very affordable cost.
- ❖ Conducted training programs in Communication Skill, Placement Orientation and Life Skills for more than 15000 college and school students with customized and self-developed curriculum. Have done many programmes on Interview Skills, Interpersonal Skills, GD and Resume Building for PSG Arts, AVS Engineering, SNS College, RVS Group of Institutions, SKP Engineering, Kalasalingam University, KSR Group of Institutions, Sengunthar Engineering College, Kumarasamy Engineering College, Kongu Arts and Engineering Colleges, NKP Engineering College, VSA Engineering College, Sakthi Kailash Arts and Science, Vysya Arts and Science, Jayaram Arts and Science etc.
- ❖ Has conducted more than 100 Faculty Development Programmes for Professors and Teachers , clientele includes of PSG Arts and Science, SRM University Ramapuram, Muthayammal Engineering, Vysya College, VSA Engineering, Correspondents Association of Virudhnagar District, Principals Association of Virudhunagar District etc.
- ❖ Has conducted outbound and inhouse training for MBA students of Kumaraguru College, SKP, Nanda, Knowledge Business School, Gananam Business School, Kumarasamy Business School, GRD , Vysys College, RVS Group, Jayaram Arts, AVS Group, KSR Group, Kalasalingm University.
- ❖ Working as Content Developer for various training groups which includes Defining Course Contents, Developing the Program and Preparation of Technical Support like Slides, Handouts and Materials. Psychometric Assessor and Counsellor on Career Development and Skill Enhancement.
- ❖ Conducted Counselling Program for more than 177000 School Student beneficiaries on Exam Stress handling and High Marks Strategies
- ❖ Worked as Support Faculty in various programs conducted by different social organizations like Rotary, Lions and JCI.

EXPERIENTIAL LEARNING & OUTBOUND DELIVERIES ON

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|---------------------------|---------------------------|
| ❖ Team Building | ❖ Problem Solving |
| ❖ Team Bonding | ❖ Performance Enhancement |
| ❖ Leadership | ❖ Overcoming Fear |
| ❖ Effective Communication | ❖ Overcoming Pessimism |
| ❖ Work Life Balance | ❖ Anger Management |
| ❖ Open Up | ❖ Anxiety Management |
| ❖ Team Building | ❖ Overcoming Inhibitions |
| ❖ Motivation | ❖ Alignments |
| ❖ Stress Management | |
| ❖ Time Management | |
| ❖ Innovation | |
| ❖ Relationship Building | |
| ❖ Effectiveness | |

PRINCE FARAQUALEETH RAJA, Trainer & Consultant

ENTREPRENEURIAL APPOINTMENTS

- ❖ Freelance Trainer & Assessor – Sales & Behavioural Trainer.
2000 – till date Facilitating training in Sales, Marketing, CRM, Business Leadership, Communication Skill, Team Building and Behavioural Tuning for more than Thirty corporate and institutional clients.
- ❖ CEO, Vibha Training and Consultancy Services, Salem – 2008 till date.
- ❖ CAO, Reach Academy Educational Solutions Pvt Ltd, Salem which has 30 Franchisees across Tamil Nadu started 2008 to till date.
- ❖ Partner – CCI Computer Education, Salem: 1998 to 2008 , Was in-charge of Marketing and Sales. Created a network of 60 Branches across Tamil Nadu and catered to more than 7, 50,000 Students during the span of 12 years.
- ❖ Partner – Eden Carden, A Gift and Greetings Shop at Salem : 1997-2000 . Was instrumental in making the shop the best-selling in Salem and held on to the achievement for the entire span of 3 years.

Training Skill Profile

- ❖ Life Skills: Communication Skill, Team Management, Thinking and Inter Personal Relationship
- ❖ Industry Ready Skills : Interview Handling, Resume Building, Group Discussion
- ❖ Career Skills : Study Skills, Entrance Exam Handling, Work Life Balance, Train the Trainer
- ❖ Personality Assessment: MBTI, FIRO B, , Lead Survey, Managerial Grid and FITS.

Certifications

Dale Carnegie Train The Trainer Workshop Participation Certified.

- ❖ Certified National Trainer, JCI INDIA
- ❖ Certified Psychometric Assessor in 16 PF & FIRO B, Mumbai
- ❖ Certified Behavioural and Psychometric Assessor through BAT 9, OMI, and Bangalore.
- ❖ Steven Covey – Great Leaders, Great Results workshop participant.
- ❖ Guinness Record holder for Largest Lesson in Creative Thinking.
- ❖ Certified British English Council Facilitator.

Skill Profile

- ❖ Stage Management
- ❖ Personality Type Trainer
- ❖ Motivational Speaker
- ❖ Humour Content Developer

Social Involvements

- ❖ Past President, JCI Salem RUNGS
- ❖ Counsellor, Old Boys Association, Holy Cross Matriculation HSS, Salem
- ❖ Former Member, Salem Toastmasters Club
- ❖ Member, Former District Literacy Chair Rotary Metropolis, Salem
- ❖ Former RD of BNI, Salem.

PRINCE FARAQUALEETH RAJA, Trainer & Consultant

TRAININGS Delivered for...

- ❖ AAC Ghee
- ❖ AIRCEL
- ❖ Axis Bank
- ❖ Bajaj Allianz
- ❖ Bajaj Auto
- ❖ BSNL
- ❖ CADD Centre
- ❖ Lakshmi Ceramics
- ❖ Malabar Gold
- ❖ Pupa Ceramics
- ❖ RKG Ghee
- ❖ Rupee zone
- ❖ Sakthi Excellence Academy
- ❖ Sakthi Finance
- ❖ Sigaram Constructions
- ❖ ICICI
- ❖ IDHAYAM Group
- ❖ ISHA Shoppe
- ❖ Jayajothi Spinning Mills, Rajapalayam
- ❖ Jhon Deere
- ❖ Kamadhenu Feeds
- ❖ King Makers Real Estates
- ❖ Sriram Insurance
- ❖ Sky Homes
- ❖ Police Department Salem.
- ❖ Team Life Care
- ❖ Thriveni Group
- ❖ Unilife – Lady Anion.
- ❖ Yethru

Colleges:

- ❖ AVS Arts & Science College, Salem
- ❖ AVS Engineering College, Salem
- ❖ Bharath Polytechnic, Thiruchengodu
- ❖ Cheerans Arts & Science College, Kangayam
- ❖ CMS College, Coimbatore
- ❖ CSI Poytechnic, Salem
- ❖ Erode Sengunthar Eng. College, Perundurai
- ❖ Erode Institute of Technology, Erode
- ❖ Excel Engineering College , Sankari
- ❖ Gandhi Arts & Science College, Sathyamangalam
- ❖ GRD College of Management Studies Hindustan College, Coimbatore
- ❖ Holycross College, Trichy
- ❖ Jayam Engineering College, Dharmapuri
- ❖ Jayalakshmi Institute of Technology, Thoppour
- ❖ JJ College of Engineering , Trichy
- ❖ Gobi Kailash Women's Arts College, Salem
- ❖ Kalasalingam University, Virudhunagar
- ❖ VVV Arts & Science College ., Virudhunagar
- ❖ Knowledge Institute of Technology, Salem
- ❖ Knowledge Business School, Salem
- ❖ Kongu Engineering College, Perundurai
- ❖ Sakthi Kailash Women's College, Salem
- ❖ Salem Polytechnic, Salem.
- ❖ SKP Engineering College, Thiruvannamalai
- ❖ SRM Engineering College, Ramapuram, Chennai.
- ❖ Sona College of Technology, Salem
- ❖ Sri Saradha College, Salem
- ❖ Sri Vasavi College, Erode
- ❖ Tagore Engineering College, Chinna Salem
- ❖ Vellalar College, Erode
- ❖ Vijay Vidhyala, Dharmapuri
- ❖ VRS College of Engineering Tech., Villupuram
- ❖ Vysya College, Salem

Schools

- ❖ Alagappa MHSS, Karaikudi
- ❖ Dolphin MHSS, Madurai
- ❖ Glazee Brooks, Salem
- ❖ Holycross Matriculation, Salem
- ❖ Little Flower, Sathyamangalam
- ❖ Noble Matriculation School, Virudhunagar
- ❖ PA Vidhya Bavan, Karur
- ❖ Sengunthar School, Erode

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- ❖ JKongu Arts & Science College, Erode
- ❖ Kongu Polytechnic, Perundurai
- ❖ KSR Arts & Science College, Tiruchengodu
- ❖ KSR College of Engineering, Tiruchengodu
- ❖ KSR College of Technology, Tiruchengodu
- ❖ Kumaraguru College, Coimbatore
- ❖ Madurai School of Management
- ❖ Mahendra Engineering College, Tiruchengodu
- ❖ Nandha Arts & Science College, Erode
- ❖ Nandha Engineering College, Erode
- ❖ Narasus Institute of Technology, Salem
- ❖ NGP Arts & Science College, Coimbatore
- ❖ Padhmavani College, Salem
- ❖ Periyar University, Salem
- ❖ PSG College of Arts & Science, Coimbatore
- ❖ RVS Institute of Mgmt. Studies, Coimbatore
- ❖ Sakthi Institute of Mgmt. Studies, Pollachi
- ❖ Senthil Public School, Salem
- ❖ The Erode Public School, Erode
- ❖ Velammal, Madurai
- ❖ Vidya Niketan, Rasipuram
- ❖ Vijay Vidhyalaya, Dharmapuri
- ❖ Social Organizations:
- ❖ Builder Association of India.
- ❖ Chartered Accountants Institute of South India.
- ❖ Chits & Finance Association, Salem.
- ❖ Civil Engineers Association, Salem.
- ❖ EDISSIA Federation of Civil Engineers Assn. of TN & Pondicherry.
- ❖ Int'l Federation of Professional Trainers.
- ❖ Junior Chamber International.
- ❖ Lions International.
- ❖ Rotary International.
- ❖ Nagarkoil Tamilnadu Photographers Association.

Personal Specifics

- ❖ Educational Proficiency : Bachelor of Commerce
- ❖ Gender : Male
- ❖ Marital Status : Married
- ❖ Date of Birth : 02.10.1975
- ❖ Nationality : Indian
- ❖ Language : English, Tamil and Malayalam
- ❖ Passport : Active
- ❖ Hobbies : Reading, Surfing, Travel, Driving
- ❖ Spouse Name : Zeenath Begum, BCS. (Home Maker & Psychometric Assessor).
- ❖ Daughter : P.F. Sharifa Kaneeza. (10 th Standard).
- ❖ Son : P. F. Mohemadhullah Zayan. (7 th Standard).

Entrepreneurial Associations

- ❖ Vibha
- ❖ Reach Academy
- ❖ JCI
- ❖ Karna
- ❖ GroupPal
- ❖ Global Garner