

## Stephen Chinnaswamy

### **Background:**

BE (Mech): REC, Nagpur, India

Diploma in Training & Development: ISTD, New Delhi, India

Base: Chennai



### **Professional Experience:**

Stephen has more than **20 years** of industry experience, in roles of increasing managerial responsibility, in the fields of Sales, Marketing & Business Development.

He started his career with Greaves Cotton Ltd. Ten years later he joined Arctic India Sales, as the **head of their Chennai Branch**, marketing specialized Air Conditioning Equipment. In five years time, he moved the branch to the number one position at the all India level.

He then worked as **Marketing Manager and Business Development Head** for Waterfine Technologies for three years. Stephen was instrumental in deploying the first online water purifiers with French know-how in India.

Subsequently, he joined Bry-Air as Sr. Manager, Business Development for South India and Sri Lanka. Apart from having several new application developments in the field of Air Conditioning to his credit, he was instrumental in the design and development of over **74 training modules at Bry-Air**, which helped in training the entire 300+ workforce in both functional and management skills over 3 years.

Some of the organizations Stephen has trained and consulted with in India are, STAR-TV, Airtel, Mother Dairy, Show Time Events, Crompton Greaves, Schwing Stetter, IGSSS, LG CNS Global etc. apart from organizations in Oman such as Oman Air, National Bank of Oman, Bank Muscat etc.

He has also been associated with institutions such as Madras Community College and the Academy for Cumulative Excellence at Loyola College, Chennai as **Guest Faculty**. He has designed and conducted training programs for school children, college students and youth groups. He is a regular visiting-faculty and guest speaker at several Professional institutes of higher learning.