

# SANJAY KUMAR

Innovator, Founder, CEO,  
Business Consultant, Trainer,  
Mentor, Coach & Senior HR  
Professional Transforming  
Business and Individuals



“I am working for Business Growth & Individual Success. I have over three decades of diverse experience of driving change, inspiring growth, and crafting success stories.”



In 1987, after post-graduating from Tata Institute of Social Sciences (TISS) Mumbai, I embarked on a journey to enhance People's Productivity and Performance. Recognizing the transformative power of people, I conducted 36 years of dedicated field research, collaborating with 200+ industries and shaping 50,000 professionals across all levels. My exposure to Japanese practices and integrated management systems further enriched my understanding.

## Developed Total People Productivity based One Model, Two Platforms, and Six Products:

### ONE MODEL

- SK Total People Productivity Model ©2019

### TWO PLATFORMS

1. Organizational Alignment for Product to Profitability
2. People Programming for Leadership & Success

### FIVE PRODUCTS

1. Target, Team & Trust for business growth
2. Culture of Accountability (CoA)
3. **Parivartan** - Business Leaders Development Program
4. **MSK**- Mehnat Safalta Kamyabi - Individual Success
5. **TUK**- Taiyaru Uddan Ki - Career Building Program

# FOUNDING AND LEADING SUCCESS

## Founder of Two Consulting and Training Firms:

2006

Center for Learning and Self Strive (CLASS)

2016

Total People Productivity Pvt. Ltd. (TPP World)

### As a CEO:

- Focused on winning customer trust, business growth, and sustainability.
- Completed projects with more than 200 Large, Mega-large & medium industries for business growth
- Trained over 50,000 professionals and built renowned images

### Contributing as a Business Consultant:

- Enabled clients to achieve 20% business growth annually through the TPP Model.
- Currently working towards a 20% CAGR for three consecutive years in a large agrochemical industry – Product to Profitability ( P2P)
- Worked with diverse SMEs and large organisations, fostering a culture of accountability.

### Empowering Through Training:

1. Designed innovative training modules for business and individual development.
2. Focused on commitment, improvement, and leadership for impactful results.

### Mentoring, Coaching, and HR Expertise:

- Mentored business owners, senior management teams, and young professionals.
- HR professional for 18 years, focusing on participative culture, engagement, commitment, and leadership development.
- Practiced quality, systems, TPM, and TQM.

Worked with India's leading manufacturing organizations as HR Functional Head, namely Porrits & Spencer (Asia) Ltd, ABB Kent, Samtel Group, Shriram Pistons & Rings Ltd, and Sobros Limited.

## INSPIRATIONS AND VISION:

Drawing inspiration from visionary figures, my vision is to connect, communicate, and influence organisations & individuals globally.



**Total People Productivity Pvt. Ltd.**

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