

Get a grip on the steering of life and navigate  
your way to 'WholeSum Success'...

- Coach Kotak

**aUt sUr**

Interventions & Transformations



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## EXECUTIVE SUMMARY

Committed to his passion for people development, Deepak has taken his leap of faith, aspiring to play catalyst, in igniting minds towards enriched & empowered living, co-creating journeys to wholesome success. To complement his efforts, his coaching & training interventions, he has initiated his proprietary firm, 'aUt sUr Interventions & Transformations' in 2016. 'aUt sUr' implying – as you think, so you are.

Deepak brings to the table experience from, 32 years in shipping, logistics, training & coaching in multi-national, multi-cultural environments; extensive travels & a high level of transferable skills in areas of leadership, sales, operations, performance, communication and people development. Deepak is empanelled as a trainer with Tata Institute of Social Sciences (T.I.S.S) and as a coach with Modern Health, USA.

### **Associations:**

Member of International Coach Federation (ICF)

Member of International Association of Facilitators (IAF)



## AREAS OF SPECIALIZATION

### COACHING

Co-creating paths to enhance productivity & effectiveness towards excellence.



A collaborative & individualized process to enhance capability to achieve organizational goals, inspiring performance at all levels



Focused on various aspects of life, be it work, sport, relations, change & transitions or other specific life situations. Exploring potential in the personal space and choosing a course to make life what one desires it to be.



### TRAINING

Leadership- Addressing all aspects around building, leading & inspiring successful teams & individuals.



Addressing all aspects & skills imperative in the sales/business development process and in the management of sales teams & individuals.



Communication, relation building, self & stakeholder management skills



**Coaching:** A person lives life, not in parts but as a whole. Hence any type of coaching must impact the whole person. The BL-NLP - IMS coaching methodology provides unique techniques, tools & capability to make an inner most shift for clients.

# CAREER ROADMAP

**Oct 2020**  
Launched  
'Xponential-U Coaching'

**Feb 2020**  
101 Most Fabulous  
Coaching Leaders 2020,  
(World HRD Congress)

**Nov 2019**  
Crossed 500 coaching  
hours, 1000 training hours  
and 2000 candidates

**Aug 2019**  
Launched Empowering  
Sales Effectiveness  
workshop based on 7P  
approach.

**Feb 2017**  
Certified InnerMost Shift Coach,  
Master Practitioner NLP,  
Completed PCC Training

**Oct 2016**  
Formation of 'aUt sUr' and  
first client signed up

**Aug 2015**  
Sales Head - Cargo  
Partner India

**May 2010**  
Head - Life Sciences, Healthcare &  
Chemicals Sector, DHL (GF)

**Jan 2015**  
Sales Head - DHL (GF)  
Vietnam

**Mar 2017**  
First client signed up for multiple  
leadership workshops

**May 2018**  
Launched SIP in  
Skills

**July 2018**  
Empanelled with T.I.S.S.

**July 2020**  
Professional Certified  
Coach (ICF)

**Dec 2019**  
Empanelled with Modern  
Health USA

**Nov 2017**  
Launched 'Lakshya -  
Empowered YOU'

**Sep 2017**  
First workshop  
conducted overseas

**Aug 2017**  
Associate Certified Coach  
(ICF)

**May 2017**  
Conceptualised & launched open  
training program - SIP in Sales

**Aug 2004**  
Initiated the journey beyond  
port to port with DHL.  
From sailing to selling

**Jun 2004**  
Trainer & tutor at SUNY maritime while  
graduating with honors in international  
transportation management

**Sep 1988**  
Initiated my career  
in the Merchant Navy

Start

and on...



# CHECKLIST

## List of Workshops, Training & Coaching Conducted Since Inception

- Feb 2020: 101 Most Fabulous Coaching Leaders 2020, (World HRD Congress)
- Oct 2020: Launched 'Xponential-U Coaching'
- 1100+ training hours with 2400+ candidates and 750+ coaching hours with 250+ candidates...
- Launched 'Empowering Sales Effectiveness' workshop, a customized sales workshop around Coach Kotak's 7P approach
- Empanelled with Modern Health USA as a coach.
- Empanelled with Tata Institute of Social Sciences - (T.I.S.S - SVE); conducting leadership & management development programs for various PSU's, in banking, aviation, infrastructure...
- Leadership & management development and sales programs in marine, logistics, manufacturing, banking...
- 4 leadership workshops overseas, in Latvia and Croatia.
- Open workshops in sales & personal development. 'SIP in Sales' & 'SIP in Skills', 'Lakshya - Empowered YOU'.



## CERTIFICATIONS & QUALIFICATIONS

- ✓ 2020: Professional Certified Coach, International Coach Federation.(PCC-ICF)
- ✓ 2020: Train The Online Trainer (TTOT)
- ✓ 2019: Vedanta (basic) certification from Chinmaya International Foundation
- ✓ 2018: Certified Practitioner of Global Leadership Assessment(GLA360)
- ✓ 2017: Associate Certified Coach (ACC) certification, International Coach Federation.
- ✓ BestLife NLP - InnerMost Shift Coach, AlphaStars Academy of Excellence.
- ✓ Master Practitioner Neuro-Linguistic Programming, AlphaStars Academy of Excellence.
- ✓ Professional Certified Coach (PCC), Training, AlphaStars Academy of Excellence.
- ✓ 2016: Associate Certified Coach (ACC), training, AlphaStars Academy of Excellence.
- ✓ Train The Trainer Certification, Bodhih.
- ✓ 2014: Quest for Sales Excellence at DHL.
- ✓ The Total Leader – Effective Personal Productivity training, Leadership Management International (LMI) Inc.
- ✓ 2008: Master Bronze certified in First Choice, DHL's internal sixsigma program.
- ✓ 2004: M.S. International Transportation Management – SUNY, US.
- ✓ 2003: DBM (Finance) - Chetana's Institute of Management & Research, IN.
- ✓ 2000: Certificate of Competency, Master Mariner FG - Black Pool & The Fylde College, U.K.
- ✓ 1996: Higher National Diploma, Nautical Science - Black Pool & The Fylde College, U.K.

## About Coach:

Deepak is a voracious reader and loves interacting with different cultures in addition to traveling, music, dance, tennis and football. He enjoys coaching, training & developing people to help them realize their full potential and building high performance teams, both on and off the field.

- 2020: Co - authored the book '7 Mantras for Organic Success'
- 2019: Interest & belief in the extensive knowledge of the Vedas, has lead him on a journey to learn from them, achieving his first milestone of a basic certificate in Oct 19.
- 2013: Solo flight (Paraglider - Basic)
- 2009: Standard Chartered half marathon
- 2008: Two stage shows with level 7 proficiency in Jive, Salsa & Waltz
- 2007 & 2006: DHL, International football tournament in Singapore & Malaysia
- 2006: Spanish language - Level 1 certificate

## Workshop Memories:



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