

Deepak Gupta

Leadership & Managerial Capability Trainer | Enterprise Technology Mentor

20+ Years • Leadership Enablement • Corporate Training • AI & Technology Transformation

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LEADERSHIP PROFILE Senior corporate trainer, mentor and former Director - Corporate Training with experience shaping learning strategy, guiding mixed-seniority teams, aligning stakeholders and converting complex transformation goals into practical capability-building journeys. Brings enterprise delivery exposure across India, Thailand, the UK and the USA, with a strong technology foundation that supports credible leadership development for technical and business managers.

LEADERSHIP & MANAGERIAL EXPERTISE | Experience-based leadership enablement

People Leadership & Coaching Coaching conversations, mentoring, capability assessment, confidence building, delegation and accountability.	Managerial Communication Structured communication, executive presence, difficult conversations, feedback and audience-aware messaging.	Stakeholder Management Expectation alignment, client discovery, cross-functional collaboration, influencing without authority and governance reviews.
Change & Adoption Leadership Learning roadmaps, resistance handling, adoption planning, role-based enablement and reinforcement mechanisms.	Program & Delivery Governance Goals, milestones, dependencies, risk and escalation thinking, quality reviews, progress visibility and outcome tracking.	Decision Making & Problem Solving Problem framing, root-cause thinking, prioritization, scenario analysis, data-informed judgment and action planning.

LEADERSHIP PROGRAMS I CAN DELIVER

- First-Time Manager: role transition, mindset, priorities and managerial operating rhythm
- Leading Technical Teams: balancing people, delivery quality, architecture and business outcomes
- Coaching, Feedback & Performance Conversations
- Delegation, Accountability and Ownership Culture
- Stakeholder Communication, Influence and Executive Updates
- Conflict, Escalation and Difficult Conversation Management
- Change Leadership for AI / Digital Transformation
- Project Leadership: planning, risk, dependency and review discipline
- AI for Managers: use-case discovery, responsible adoption and team productivity

FACILITATION STYLE

- Practical scenarios, role plays, case discussions and reflection exercises
- Manager toolkits: templates, checklists, conversation guides and action plans
- Customized for participant level, business context and measurable workplace outcomes

MANAGERIAL EXPERIENCE EVIDENCE

Executive Consultant & Senior Corporate Trainer | 2020-Present
Advises clients on capability roadmaps, designs role-based programs, mentors developers/managers and leads outcome-focused delivery across AI and enterprise technology.

Director - Corporate Training | 2017-2020

Owned training strategy, curriculum design, audience assessment, delivery governance, quality and structured skill roadmaps.

Corporate Training Consultant | 2014-2017

Managed project-based programs, developed and audited content, prepared POCs and supported leadership impact initiatives.

Tesco / Lotus IT Leadership Exposure | 2006-2014

Led and supported technology teams, international stakeholder collaboration, SLA/OLA awareness, process quality, documentation and retail technology enablement.

CORPORATE CLIENT EXPOSURE

Vodafone • Mercedes • GenSpark • Wipro • Tesco / Tesco Retail UK • ANZ • Indegene • Viteos • Oracle • Mphasis • Mahindra Satyam • Samsung • Lotus IT Thailand

SIGNATURE LEADERSHIP PROMISE

Translate leadership concepts into observable workplace behaviours through context, practice, feedback, tools and a clear post-training action plan.

Technology Strategy & Direction Connects business goals with practical technology roadmaps, modernization priorities and capability building.	AI & Digital Transformation Helps leaders identify useful AI opportunities, prepare teams for adoption and balance innovation with governance.	Enterprise Delivery Leadership Experience across engineering, cloud, integration, data and retail platforms supports realistic decisions on people, process and delivery.	Leadership Bridge Translates between executives, managers, architects and delivery teams so strategy becomes understood action.
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CTO-TO-DIRECTOR VALUE PROPOSITION

Leadership Dimension	Executive Value
Strategic Technology Perspective	20+ years progressing from developer and team-lead roles to consulting, corporate-training leadership and enterprise enablement.
Business-Technology Alignment	Frames technology in terms of customer value, productivity, risk, capability, cost and change - not tools alone.
People & Capability Leadership	Builds manager confidence, role clarity, decision discipline, coaching habits and future-ready skills.
Transformation Governance	Brings structured thinking around priorities, stakeholder alignment, risk, adoption, review cadence and measurable outcomes.
Executive & Manager Enablement	Equips technical and non-technical leaders to ask better questions, make informed trade-offs and lead transformation responsibly.

LEADERSHIP & CONSULTING APPROACH

- Starts with business outcomes, leadership behaviours and organizational context
- Uses real enterprise scenarios rather than technology-heavy theory
- Creates practical roadmaps, decision frameworks and manager action plans

CTO-TO-DIRECTOR POSITIONING

A technology leader who moved from hands-on engineering and enterprise delivery into director-level training, consulting and leadership enablement - bringing the credibility to engage both boardroom priorities and delivery realities.