

Name : Sunil Sangra
Designation : **Professor of Strategy, Innovation & Entrepreneurship**
Institution : BIMTECH

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BIOSKETCH:

Sunil's passions are Innovation, Creativity and Strategy. He has over 30 years of rich C-Suite experience across functions and sectors. He has worked/consulted with leading organisations in India and the Middle East such as EXIM Bank, Nomura, CRISIL, The Aditya Birla Group, World Bank, OMZEST, HAYS, ZS Associates and the Future Group, to name a few. He has played multiple stints as an entrepreneur and has led the most successful IPO ever, in the Indian media industry, with subscriptions exceeding US \$ 1 billion - book built by Merrill Lynch. Sunil has co-designed and facilitated a Design Thinking workshop with Prof. Srikant Datar of Harvard Business School which included participation by senior faculty members from leading B-Schools and senior executives from the corporate sector in India. Sunil is a regular keynote speaker. He has also been a faculty and mentor for the Goldman Sachs '10,000 Women Entrepreneurs Program'. He offers Consulting, Training and Coaching services in the areas of Innovation, Creativity, Design Thinking and Strategy. Sunil has delivered over 175 Corporate Innovation & Design Thinking workshops in India, USA, Europe, Brazil, Egypt & China for over 3,500 senior business leaders across sectors and industries.

EDUCATION:

- PGDM (MBA), Indian Institute of Management, Lucknow, 1988
- BA (Hons) Economics, Government College for Men Sector 10 Chandigarh, Panjab University, 1985

In-person Certifications and Training programmes completed

- Foresight Essentials; Institute for The Future; Palo Alto, California, USA, 2019
- Exponential Innovation Program; Singularity University; Silicon Valley, USA; 2019
- Service Design; CIID; Copenhagen, Denmark; 2019
- Strategic Foresight; Aalto University; Helsinki, Finland; 2018
- Design Sprints; AJ & Smart; Berlin, Germany; 2018
- Business Model Canvas + Value Proposition Canvas; Strategyzer - Alex Osterwalder; Berlin; 2017

- Exponential Growth; Peter Diamandis and Singularity University; 2015 & 2017
- Exponential Innovation; Vivek Wadhwa of Singularity, Stanford & Carnegie Mellon Universities; Houston, USA; 2016
- Design Thinking for Growth, Darden Business School, University of Virginia, USA; 2016
- Holacracy Practitioner Training by Brian Richardson at Seattle, USA; 2016
- LEGO® SERIOUS PLAY® method facilitation by Trivium, Milan, Italy; 2015
- Kirton Adaption-Innovation (KAI) Theory and Inventory at Blacksburg, USA; 2015
- Hasso Plattner Institute - in Design Thinking at Potsdam, Germany (sister institute of d.school at Stanford University); 2014
- The LUMA Institute - In Design Thinking at Pittsburgh and San Francisco, USA; 2014
- Balanced Scorecard Collaborative (with thought and practice leadership of Kaplan and Norton of Harvard Business School); 2006
- Arthur D. Little in International Business Strategy at Boston, USA; 1990

AREA OF INTEREST AND RESEARCH

- Innovation
- Design Thinking
- Creativity
- Strategic Foresight
- Strategic Management
- International Business

TEACHING COURSES AND NEW COURSES DEVELOPED

Post Graduate Programmes:

- Design Thinking
- Business Innovation and Growth Strategy
- International Strategic Management
- Globalization and Business Growth
- Global Business Environment
- International Marketing
- Product and Brand Management
- Integrated Marketing Communications

Faculty Development Programmes:

- Design Thinking, Faculty Development Programme, BIMTECH, 2018
- Design Thinking, Faculty Development Programme, BIMTECH; 2017

- Management Teachers Programme on 'Global Business Strategy'; Strategic Management Forum of India, 2014
- Management Teachers Programme on 'Corporate Entrepreneurship'; Strategy Management Forum of India; 2013
- Management Teachers Programme on 'Inorganic Growth Strategy'; Strategy Management Forum of India, 2013

EXPERIENCE

- Professor; Strategy, Innovation & Entrepreneurship; Birla Institute of Management Technology, Greater Noida, India, July 2010 – onwards.
- Founding Partner, Kalsun Partners, Greater Noida, April 2014 – onwards
- Principal Consultant, Balanced Scorecard Collaborative – through CustomerLab, Gurgaon, 2006-2010
- Vice President, Corporate Strategy, Trident Group, Delhi-Ludhiana, 2005-2006
- Director, Business Development, Cinevista Ltd, Mumbai, 1995-2005
- Founding Partner, Inter-Strat Consultants, Mumbai, 1991-1995
- Officer, Export Import Bank of India, Mumbai, 1988-1991

ACADEMIC POSITIONS AND ASSIGNMENTS

- Member, Strategic Management Committee (SMC), Birla Institute of Management Technology, June 2018 – present.
- Head; Strategy, Innovation and Entrepreneurship Area; Birla Institute of Management Technology; 2016-2018
- Member; Academic Council; Birla Institute of Management Technology; 2010 to present
- Member; Faculty Development Committee; Birla Institute of Management Technology; June 2019 to present

RESEARCH FUNDING AND CONSULTING

- Aditya Birla Management Corporation Ltd. – Gyanodaya; Designing a New Futuristic Corporate Centre Using a Design Thinking Approach; Mumbai; 2018-19
- Leading Indian Retail Company; Numerous Innovation Projects Using a Design Thinking Approach; 2015-2018
- Leading Apparel Retailer in India; Rejuvenating the Brand Using a Design Thinking Approach; Bangalore; 2015-16
- Sadolin Paints Oman Ltd; Developing SPOL into a Strategy Focused Organization Using the Balanced Scorecard Framework; 2011-2014
- Al Zawawi Group (OMZEST), Oman; Developing Strategy Execution as a Core Competency Using the Balanced Scorecard Framework; 2011-14
- Waljat College of Applied Sciences; Oman; Developing Waljat College into a Strategy Focused Organization Using the Balanced Scorecard Framework; 2012-14

- For numerous organizations; Developing Strategy Execution as a Core Competency Using the Balanced Scorecard Framework; 2006-2010
- For numerous organizations; Developing International Business Strategy; 1991-1995

MDP SESSIONS, WORKSHOPS AND TECHNICAL LECTURES

- Over 175 workshops In Design Thinking and Innovation for more than 3,500 business leaders in India, Europe, USA, Brazil, China and Egypt across sectors and industries such as continuous manufacturing, discrete manufacturing, mining, retail, insurance, financial services, analytics and others; 2014 - present
- Over 50 sessions/workshops for executives in Public Sector Undertakings in Strategy and Innovation; 2011-present
- Led and participated in panel discussions for Innovation in HR; for the Power Sector Forum; 2017-2019
- Keynote speaker in numerous fora

PROFESSIONAL ASSOCIATIONS AND MEMBERSHIPS

- Member, Academy of International Business, 2010 – onwards.
- Member, Academy of Management, 2010 – onwards
- Member; Strategic Management Society, 2010 – onwards
- Member, Design Management Institute, 2010 - onwards

SOCIAL ENGAGEMENT

- Vice President, Board of Management, AGPAOA, ATS Greens Paradiso, Greater Noida, 2017-2018
- Volunteer COVID 19 Response Team, Senior Citizens Forum, ATS Greens Paradiso, Greater Noida, 2020 – present
- Volunteer – COVID 19 Fire and Lift Safety Response Team, ATS Greens Paradiso, Greater Noida, 2020 – present
- Volunteer, Fund Raising, Ranganathan Society, 2020 onwards.
- Volunteer, COVID-10 HR Recovery Response, L&OD Roundtable, 2020
- Volunteer, COVID-10 People Performance and Productivity Response, L&OD Roundtable, 2020