

SANJEEV GOEL – Trainer & Consultant

French | IT | Telecom | Management | Soft Skills

+91 9811841782 | mail@sanjeevgoel.in

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Profile Summary

Training Skill Sets

Clients

Work Experience

Articles Published

Conferences Presented

Course Brochures

Blog

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Professional Summary

Experience : 21 Years

Freelance Trainer in Delhi, India having an experience of 21 years in training & development in the fields of IT, Telecom, Management & soft skills.

Passion for training and even with core technology trainings; I add counseling & soft skills for his participants along with the training content. This attribute guided me to dedicate soft skills trainings to my business & individual participants.

Written articles on various topics in IT & Telecom and I have been the National & International Conference Speaker since 1998.

I believe “every individual has excellence, only he / she needs to be at the right place”, “Appreciation is the key to getting performance from workforce”.

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Trained Engineering graduates, MBA & MCA in various telecom technologies. Also, Participants have been Corporate Professionals including VP, Directors & GMs.

Career Counselor, Coach & Mentor for students & Working Professionals.

Visiting Faculty to well known B-Schools.

Spoken at Telecom Conferences on emerging technologies & telecom infrastructures.

Writing Articles for leading magazines in the above domains.

Ability to design & conduct training programs for various industry sectors using

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Information & Communication Technologies (ICT)

Expert in Training Need Analysis (TNA), Performance & Evaluation for any industry training requirements.

TRAINING SKILL SETS

INFORMATION TECHNOLOGY

IT Infrastructure, Project Management, Information Security, MIS, IT Governance, Data Warehouse, Systems Analysis & Design Methodologies, Management Information systems (MIS), Smart Card Technologies, RFID, Business Intelligence, Business Performance Management (BPM), ITIL Service Management, TOGAF,

IT Disaster Recovery Planning, Business Continuity Management (BCM), Business Process Management (BPM)

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ENTERPRISE LAN & WAN NETWORKING

TELECOM – WIRELINE & WIRELESS TECHNOLOGIES

- Data Networks - LAN & WAN - IPv6, ATM, MPLS, Carrier Ethernet, QoS
- Telecom Wireline Technologies - Access Networks, SDH, SONET, DWDM, OTN, Test & Measurement
- Telecom Wireless Technologies - GSM, CDMA, 3G UMTS, CDMA2000, WiMAX, 4G LTE, 5G
 - Next Generation Networks (NGN),
 - Telecom OSS BSS, eTOM, ITIL

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TELECOM SEMINARS & WORKSHOPS

SHAPING YOUR CAREER IN TELECOM

MACHINE TO MACHINE COMMUNICATION (M2M)

INTERNET OF THINGS (IoT)

TRENDS, DEVELOPMENTS & ROADMAP IN TELECOM

DIGITAL ECONOMY & DIGITAL INDIA

CLOUD INFRASTRUCTURES

BIG DATA INFRASTRUCTURES

M-COMMERCE & DIGITAL PAYMENTS

SMART GRID INFRASTRUCTURES

SMART CITIES & SMART LIVING

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SMART FACTORY & INDUSTRY 4.0

SMART HOME INFRASTRUCTURE

SMART BUILDINGS INFRASTRUCTURE

SMART HEALTH INFRASTRUCTURE

SMART GOVERNANCE

AERONAUTICAL TELECOMMUNICATION NETWORK

INTELLIGENT TRANSPORTATION SYSTEM (ITS)

CYBER THREATS AND SECURITY

SOCIAL - MOBILE - ANALYTICS - CLOUD (SMAC)

e - COMMERCE STRATEGIES & MARKET TRENDS

TRENDS IN DIGITAL MEDIA VALUE CHAIN

INTERNET TRENDS

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INFORMATION & NETWORK SECURITY

**Information & Network Security, Security Development Life Cycle, Cyber Laws
Cybersecurity, Security Planning & Disaster Recovery, Cyber Warfare, Incident
Response, Security Assessments, Internet Cryptography & Digital Signatures**

MANAGEMENT TRAINING COURSES & WORKSHOPS

Management Course on Career Growth

Management Course on Business Growth

Global Business Management

Management Development Programs

Global Business Strategy

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Global Business Performance

Digital Business

Leadership Development

Global Service Management

Global Marketing Management

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Training Programs Conducted

(Period 2013 - 1992)

CLIENT LIST

- Syscom Corporation Ltd.
- Powergrid Corporation of India Ltd.
- Wipro Infotech Ltd.
- TATA Communications Ltd, Pune
- Worldspace Satellite Radio, New Delhi
- Indian Institute of Technology, Delhi (IIT – Delhi)
- IBM India Pvt. Ltd, Chennai.

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- Spanco Telesystems Ltd, Gurgaon
- Meera Agencies Pvt. Ltd, Delhi, Distributors of Anritsu
- College of Business Studies, University of Delhi
- Indian Centre for Telecom & Management, (ICTM) Pune
- Mewar Institute of Technology, Ghaziabad
- Mangalmay Institute of Technology, Greater Noida
- Jagannath International Management School, (JIMS) New Delhi
- Mitsui & Co. Mumbai
- Institute of Management Education, Sahibabad
- Maharaja Agrasen Institute of Management Studies, Delhi

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- D.A.V. Institute of Engineering & Technology, Punjab
- Sikkim Manipal University
- Naval Headquarters, New Delhi
- Trade Wings Institute of Applied Technology
- The Ford Foundation, United Nations Development Project (UNDP), New Delhi
- Sterlite Optical Technologies Ltd
- VXL Technologies Ltd, Birla Group

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Work Experience

(Period 2015 – 1992)

April 2010 to Present

- Freelance IT | Telecom | Management Trainer | Soft Skills, Delhi, India.

January 2010 to Present

- French Professeur @ The French Academy, Delhi, India. (www.frencacademy.in)

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Oct 1996 – March 2010.

- **HEAD – TELECOM TRAINING**, Centre for Technology Training, Delhi,
 - **Responsible for managing & handling varied training assignments.** Have been conducting specialized trainings for electronic / telecommunication / computer engineers, Business Management students, Corporate Executives, Doctors, Small and Medium Enterprises and general.
 - Responsible to conceptualize, plan, develop, launch and implement customized training programs in the above areas.

July 1995 – Dec 1995

- Conducted **six months training program** for the **Trade Wings Institute of Applied Technology**, New Delhi on telecommunication technologies and applications,

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Sept 1995 – March 1996

- **Consultant, Spatial Infotech Pvt. Ltd. New Delhi,** for providing E-mail Solutions and Technical Trainings, .

Sept 1993 – August 1995

- **Pre-Sales Consultant, Tulip Software Pvt. Ltd, New Delhi,**. Responsibilities included Corporate presentations for networking and software solutions, organizing internal technical and sales trainings, development of training material, introduction of new technologies into the company's product lines.

Dec 1992 – August 1993

- **Centre Manager, Lakhotia Computer Centre, Connaught Place, New Delhi,**. Responsibilities included overall management of the centre, system administration of Unix

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environment, training on multi-user platforms, in-house & corporate trainings, developing course structures etc.

Articles Published

(Period 2013 - 1996)

- On **“Telecommunication – Backbone to Aviation ”** in Electronics Today, November 2007.
- On **“Aviation Needs a Changeover”** explaining Aeronautical Telecommunications developments in Voice&Data, May 2003 issue.
- On **“Brace UP – Telecom Careers ”**in Voice&Data Magazine, April 2003 issue.
- On **“Telecom Careers in the 21st Century ”**in IT Magazine, April 2003 issue.
- Published Article in **United Nations Magazine by APCTT** on “Information and Communications Technologies - Backbone to Survival ”(Jan – Feb, 2000).

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- Authoring articles on **Skill Convergence** and technology trends in Voice&Data Magazine.

Conferences and Seminars Presented

(Period 2013 – 1995)

- Invited Speaker at “Convergence 2007” organized by College of Business Studies, University of Delhi & presented on “**Information Technology in Retail Sector**”.
- Conducted Guest Lecture at “ **Mewar Institute of Management**” Ghaziabad on “ E-Business ” 3rd April, 2004.
- **Invited Speaker at India Telecom 2002** at New Delhi, India on “**Telematics requirements of India** ”organized by IGI, India, (Oct 2002).
- Presented a paper on “Convergence Trends and Opportunities” at **SUPERCOMM ASIA 2002**, Pragati Maidan, New Delhi, India. (20 – 22 Feb, 2002)

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- Presented a Paper on “ **Opportunities in Aviation and GPS** ” at **The Asian GPS Conference** organized by CSDMS, Noida, 29 – 30th October 2001, India
- **Invited Speaker at India Telecom 2001** at Mumbai on “**Deploying Aeronautical Telecommunications** ”organized by **IGI, India.**
- **Invited Speaker at India Telecom 2000** at New Delhi on “**Convergence Trends and Opportunities** ”organized by **Information Gatekeepers Inc, USA.**
- Conducted a full day seminar on “**E-Commerce Trends and Strategies** ”organized by InfoTech Global India Ltd. in New Delhi. (August, 2000).
- **Invited Speaker at Conference on “Media Convergence** ”in **Singapore, organized by AMIC and Nanyang Technological University, Singapore.** (JUNE 2000)

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- Presented a Paper on **Aviation Infrastructure Developments** in the International Conference on Indian Infrastructure, New Delhi, Dec 1999. Organized by **Foundation of Indian Engineers** and **Ministry of Industry, Govt. of India**.
- Conducted a Seminar for **Rotary Club Of Delhi East** on Computer Trends & advancement of technologies, 1996.
- Conducted Seminar cum Training at the **Trade Wings Institute of Management**, New Delhi on Travel Industry's Computerized Reservation Systems (CRS), 1995.
- Conducted Seminars at Delhi Medical Association, Darya Ganj and at Dilshad Garden, Delhi on **Medical Trends on Internet**.

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<http://www.facebook.com/sanjeev.goel.delhi>

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TRAININGS – COURSES – WORKSHOPS

Management Development Programs | Managing Business

Growth | Digital Business | Starting an Online Business |

Global Business Management | Career Development |

Career & Personal Growth | IT Workshops | Internet

Technologies | Telecom Technologies | Information &

Communications Technologies (ICT)