



# RUDRA CHAKRABORTY

Adaptive, eccentric and restorative **Corporate Consultant** with more than **15+ years in Consulting & Corporate training**, with strong expertise and focus on the **Human side**. Colleagues and clients say that I possess a uniquely **versatile set of skills** which allow me to **connect with stakeholders across nations, departments & generations**, mediate conflicting situations and create unexpected connections or **Win-Win scenarios**. Passionate about **supporting people** to develop their best professional self.

## CONTACTS

- +39 3349949374
- rudechakra@gmail.com
- [Rudra Chakraborty](#)
- Rudra.Chakraborty
- Born in India, 01.02.83

## KEY ACHIEVEMENTS

- Together with the **CEO** built a multicultural **recruiting** and Diversity marketing startup from the ground up, including **creating and executing** MKT, pipe line & search strategies. Generated up to 40% of org's annual revenues. **BonBoard**
- Managed a **sales training program** in **27 Italian venues**, logistics, content and deliveries, along with train the trainer and content translations for the program in **10 countries** worth more than **\$1 million**. **BTS**
- Linked a division of a big 4 consultancy with a primary business school in Italy. **EY & MIP**
- Established a soft skills teaching career that started in 2012 with 1 course at IULM and in 2020 counts **one MBA, 9 Masters courses** and 9 faculties of the State Univ. of Milan.

## MAIN AREAS OF EXPERTISE

### CORPORATE TRAINING

Specialized in aligning strategy and people operations by designing and delivering training programs to drive execution.

- Change Management
- Storytelling
- Sales & Leadership Training
- Organizational behavior workshops

### RECRUITING

Expertise in developing and executing recruiting and marketing strategies in novel, international contexts for SME's and MNC's.

- International Recruiting
- Migrant Banking
- Diversity training
- Multicultural Community building

### UNIVERSITY

Extensive teaching and job orientation experience with multicultural students @ statale di Milano and MIP.

- MBA
- Masters
- Undergraduates

Orgs.



## LANGUAGES

English

Italian

Hindi & Bengali

Spanish

01-02-1983, Indian National

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## AREAS OF COMPETENCE

- Management consulting
- Selling Training and Consulting
- Instructional design
- Project Management
- Press release drafting & distribution
- Startups
- International Recruiting
- Teaching a language
- Logistics & budgeting
- Communication
- Developing People

## SKILLS

- Public Speaking
- C-level influence
- Negotiation & Persuasion
- Writing & Proofing
- Constructing questionnaires and survey
- Technical & legal translations
- Cross-Cultural awareness
- Microsoft Office (Not ACCESS)
- Drupal & Wordpress
- Interviewing
- Social media analytics

# EXPERIENCE

## External Relations Consultant

MYGRANTS srl

Milan, Italy  
March 2020 - Present

- External relations and business development with Large Corporates, Banks, Universities
- Monetizing and trying to create revenue streams.

## Training program development Consultant

ERNST & YOUNG

Milan, Italy  
September 2019 – March 2020

- EY [Wavespace](#) – developing training programs for a “phygital” innovation space in Milan & Rome aimed at enhancing digital transformation, collaboration & innovation. Developing links between universities and EY to develop new training formats.

## Strategy Alignment Consultant

[BTS](#)

Milan, Italy  
November 2017 – January 2020

Developing instructional design projects regarding sales, leadership, change & performance management. Conducted behavioral interviews, developed functional simulations & ideal behaviour transfer. Sold 75k in projects.

- Managed training programs for sales behavioral change across ten nations for a major Italian-American Automotive Firm. Event coordinator and trainer across 27 Italian Events.
- Facilitated individually and in teams: Onboarding manager training sessions; Persuasion and Influence Training; Cross-cultural Negotiation; Idea Pitching; Performance management; Sales management training; Cross-functional collaboration training. Change management workshops & Offsite or team-building events.

## Paralegal + Ethnic marketing Consultant

[NIKE CONSULTING](#) S.P.A, now Nike Group, Part of Accenture

Milan, Italy  
December 2011 – December 2017

### Ethnic Marketing Coordinator

Marketing and communications projects for banks with a view to enhance their portfolio of non-Italian clients.

- Developed the business with more than 15 banks across Italy. Gained two new contracts by evangelizing management and convincing them to engage in ethnic marketing within their Province. 30k sales.
- Responsibility from scratch under supervision of a manager to build an Access© based, legal database of more than 250 court case regarding the US and UK money laundering legislation for Italian banks. Legal analysis of cases and drafting of appropriate guidance to prevent Italian banks from falling into compliance errors in the U.S and U.K.

## Consultant for Recruitment, Talent Attraction, Project Management

[B ON BOARD S.R.L](#)

Milan, Italy  
September 2011 – January 2016

- Headhunter - Processing multicultural, technical candidates for recruitment projects in 10+ countries. Business development for mandates, candidate recruitment, negotiations. Writing job descriptions, screening, interviews online and offline, presenting candidate shortlists and onboarding. Sales/Engineering/IT profiles. Training diversity candidates for onboarding in Italian SME's.
- Identifying talents on various job portals: Naukri, Zing, Akhtaboot, Github, Viadeo and university Collaborations in 3 countries

## ADDED EXPERIENCE

- **Pr and lobbying** experience, 3 years, 1 year in Washington D.C. 2011-2014
- **Helped raise 125k for a startup** in the travel sector and was the marcom person; [Tripsnote](#)
- **Taught English for 6 years** and **translated from IT-EN for 14 years.** 2001-2015
- Ten Years **Language teaching** experience

## EDUCATION

**Masters in Communication for International Relations** Milan, Italy  
IULM University (110 Cum Laude/With Honors) 2010-2011

**Public Relations and Advertising Undergraduate** Milan, Italy  
IULM University (100) 2007-2010

**HR Personnel selection training session** Milan, Italy  
August 2007

**International Economics and Management Degree** Milan, Italy  
Bocconi University- Unfinished 2001-2003

**International Baccalaureate** Milan, Italy  
International School of Milan 1998-2001