



Trainer's Profile

Hansel D'Souza

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Professional Experience

| Period | Capacity | Brand | Product / Category |
|---------------|---------------------------------------|-------------------------------------|---------------------------|
| 1979-84 | Mgt. Trainee to Product Group Head | Precision Fasteners Ltd. Unbrako | Industrial Fasteners |
| 1996-98 | CEO | Nilgiri Herbals P. Ltd. | Colin Household Cleaner |
| 1984- date | Consultant | Sunfru | Jams & Squashes |
| | | Tiku | Pickles & Masala |
| | | Singara | Packaged Tea |
| | | Condequip | Asphalting Plants |
| | | Silicon Chip Technologies | Software Services |
| | | Tanna Exports | Packaged Rice |
| | | Vimto | Fruit Drink |
| | | Colin | Household Cleaner |
| | | Orion CCG | Offshore Catering |
| | | Tikuji-ni-wadi | Resort |
| | | Shreeji | Farmhouses |
| | | Cleantec Hospitality | Hospitality Services |
| | | Pristine Care P. Ltd. | Wet Tissue Wipes |

| | | | |
|--------------|------------|------------------------|----------------|
| | | Vrindavan Agritech | Packaged Milk |
| | | Clothing Intelligence | Branded Shirts |
| | | Rasoya Proteins Ltd. | Foods |
| | | Smartech Global Ltd. | Dotcom |
| 2002 to date | Consultant | American Soybean Assc. | Soybeans |

Corporate Training Conducted in 2004-5

| Organisation | Subject |
|-----------------------------------|--------------------------------|
| Godrej Agrovet Ltd. Calcutta | Marketing of Dairy Feed |
| Godrej Agrovet Ltd. Coimbatore | Marketing of Dairy Feed |
| Clariant India Ltd. Thane | Communication, Time Management |
| Hewlett Packard (IIHT), Mumbai | Sales & Marketing Training |
| Hewlett Packard (IIHT), Ahmedabad | Sales & Marketing Training |
| Venkateshwara Hatcheries Ltd. | Sales & Marketing Training |
| Vetcare Organics Ltd. | Sales & Marketing Training |
| Komarla Group | Sales & Marketing Training |
| Suguna Group | Sales & Marketing Training |
| Polchem India Ltd. | Sales & Marketing Training |

Over 20 other companies for Dairy and Poultry product marketing

Educational Qualifications

| Degree / Diploma | |
|--|---|
| Masters in Marketing Management (M.M.M.) | Jamnalal Bajaj Institute of Management Studies Bombay University |
| Diploma in Marketing Management (D.M.M.) | Jamnalal Bajaj Institute of Management Studies Bombay University |
| | |
| Diploma in Journalism & P.R. | Bombay College of Journalism |

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|------------------------------|---------------------------|
| | |
| Diploma in German Studies | Centre for German Studies |
| | |
| Bachelor of Science (B.Sc.) | D.E. Kirti College |
| | |
| Secondary School Certificate | Don Bosco High School |

Visiting Faculty

| Institution (MMS Degree - Bombay University) | Subjects Taught |
|---|--|
| Jamnallal Bajaj Institute of Management Studies | Product Management |
| Narsee Monjee Institute of Management Studies | Marketing Finance |
| Mumbai Education Trust (MET) | Consumer Behaviour Advertising & Sales Promotion Retail Management Product Management |
| Rizvi Institute of Management | Consumer Behaviour Advertising & Sales Promotion Product Management |
| S. P. Welingkar Institute of Management | Advertising & Sales Promotion Marketing Management |
| Indian Education Society (IES) | Consumer Behaviour Advertising & Sales Promotion |
| Chetana College of Management | Consumer Behaviour Advertising & Sales Promotion |
| Xavier's Institute of Communication | Advertising |
| Bhavan's PDN College of Management | Public Relations |

Other Positions Held

| Organisation | Position |
|--|-------------------------|
| | |
| Juhu Citizens Welfare Group | President (Trustee) |
| | |
| Parisar Asha | Board Member (Trustee) |
| | |
| Christian Chamber of Commerce & Industry | Board Member (Director) |