



KARTIK RAINA

An MBA from Jamnalal Bajaj Institute of Management Studies, Mumbai, India with a Specialization in Sales & Marketing, Kartik Raina has a total work and consulting experience of over 46 years .

On the domestic front, having started his career with Procter & Gamble, Kartik spent over 14 years with GSK Consumer HealthCare in various Sales & Marketing assignments, culminating as the Head of All India Sales, along with country responsibility for Bangladesh. He then moved to Dabur as General Manager, Sales & Marketing with the task to professionalize the ways of working of the company. Having completed that, he was made in charge of the move to launch the new Foods division as CEO of the Foods business. Here he conceived and launched Real Fruit Juice, Hommade range of cooking ingredients, Lemoneez etc.

Internationally, he has worked for Fareast Mercantile Company, Nigeria, heading their Consumer Division This included handling negotiation & purchase of Stockfish (a dried form of fish), and then Branding & selling it. For this he regularly travelled to Iceland, Norway , Faroe Islands & Greenland. He has been the Executive Director of Hoechst West Africa, Nigeria. He concluded his International career in Colombo as the Managing Director of Unilever Bestfoods, looking after Sri Lanka & Maldives.

From 2005 he runs his own training & consulting company called Learning Facilitators, focusing in the areas of Sales & Channel Management, Go To Market Modeling, Brand Strategy & Rural Marketing. He is closely involved with Consulting and training assignments in India, the Far East, China & Africa . He has managed a very diverse Client portfolio, with his client list including Abbott Nutrition (International), India & Malaysia, Airtel, CHI Group, Nigeria, Danone, Singapore, Fonterra (New Zealand Dairy) , Sri Lanka, Glaxo SmithKline Consumer HealthCare, India, China, Taiwan, Singapore, Malaysia, Indonesia, Thailand, Philippines ,Vietnam, Nigeria & Ghana, Hindustan Unilever (Rural Activation), Perfetti, VLCC, Del Monte, Kwality Ltd., McNROE (Wild Stone), Canon, HCL, Neelkanth Kitchen Sinks, Radiohms Agencies Ltd. (Nuby, Glide & Nippo), Ruchi Soya Industries, Tata Chemicals, Coromandel International (Fertilizers, Crop Protection & Special Nutrients Divisions), , Ambuja Cements, Premiershield, India Skills etc.

Kartik has been trained as a Consultant/Trainer in U.K. at the Guardian Business Services, London, the SmithKline Beecham Training Academy & with Oxford Management Consultants, Whitney, UK.

Kartik is/has been Visiting Faculty at various Management Schools including IIM, Ahmedabad, IIFT, New Delhi, SP Jain Global School of Management at their Mumbai,

Singapore, Dubai & Sydney campuses, IMT, Ghaziabad & Dubai, IBS, Hyderabad, IMI, New Delhi and the Amity Business School, NOIDA. He also is a regular Guest faculty at the Lal Bahadur Shastri National Academy of Administration (LBSNAA), Mussoorie.

Kartik , who lives in New Delhi , spends his free time playing the Keyboards for fun and cavorting with his granddaughters.