

Business Transformation

SIVARAMAKRISHNAN (SRK)

- ❑ Tally Consultant & Business Mentor
- ❑ Over 32 years of experience in effective process excellence across various functions
- ❑ Finance, Sales, Support, HR Operations, P & L Operations, Manufacturing and Semi Technical- IT.

Working with organizations for growth of 2X... 5X... of
Topline, Expertise, Ease of Operations and Customer
Satisfaction

Tally implementation and Virtual
Accounting Manager

Few Challenges to businesses

- ❖ Stay relevant and Sustain
- ❖ Leadership to Lead Internally and Externally
- ❖ Reduce Impact on Operations Supply side
- ❖ Revive the Sales Demand Funnel
- ❖ Communication to Collaborate with Customers
- ❖ Empathize to Engage Employees and Customers
- ❖ Mitigate the Risks Uncertainty
- ❖ Educate to Empower Leadership, Managers, Employees
- ❖ Influence to Innovate, Adopt and be Agile

Business Mentoring - Who, what and how

- ❖ Business Owner, Managers, Employees
- ❖ 3-5 Business Goals - Strategies - Actions
- ❖ One on one review sessions, 12-24 months, tracking on each goal. (e.g. Sales, Finance, Profitability....)

Gaps Identification

- ❖ Business Planning
- ❖ Organization structuring
- ❖ Market segments
- ❖ Sales structure and approach
- ❖ Marketing
- ❖ People policies and processes
- ❖ Performance reviews Vs targets
- ❖ Profit & Loss

Approach

- ❖ Process mapping end to end
- ❖ Process implementation as agreed
- ❖ People development and performances
- ❖ Periodical reviews and move forward

Benefits to Businesses

- ❖ Multi-folded Revenue growth (2X, 3X....)
- ❖ Focused productivity leading to optimal costs
- ❖ Clarity on functional gaps resulting in better everyday life in Business
- ❖ Enhanced Client Engagement & Customer Satisfaction
- ❖ Improved people efficiency with higher ownership accountability
- ❖ Enhanced Team development
- ❖ Process and System driven organization for sustainable growth
- ❖ Leverage Strengths - People, Material, Money

Contact and Links

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