

# biography

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## Harish Walavalkar

Business Development Lead, Mumbai

With a corporate career spanning over twenty years and core competency in business development, Harish has held management positions across many sectors including manufacturing, architecture, and building and construction, before finding his passion in the learning and development arena. Harish has operated across many geographies in India.

His education background is as an Engineer, with further education leading to MBA (PGEMP), DBM, and DCA. Additionally he has completed the International Coaching Federation Coach Training course from FastTrack Coach Academy (USA). Harish has also completed programs in Mentoring, and Kaizen among others.

Harish has hands-on experience in sales, branch management, and regional management where he was responsible for opening up new territories and in training and coaching people. This enables him to get people to excel in their professions through learning and development. It is this work that led him to Forum India.

Harish leads Forum's business development efforts in West India where he engages with major Indian companies and multi-national organizations to help them build their people's capabilities in leadership, sales and service. Harish is also part of the Executive Coaching faculty and engages in executive coaching assignments with Forum's clients.

Harish is based in Mumbai.

