



CONSULTING CONNOISSEURS

THE QUALITY OF BEING PREDICTABLE WITH GREAT CONFIDENCE

N. S. Gurjar is the President of Consulting Connoisseurs, a management consulting firm based out of Mumbai. The company has a wide spectrum of clients across industries and have provided services across over 50 organisations in India. He is a BTech in Mechanical Engineering from IIT Bombay, a gold medallist MBA from NITIE, Bombay and a first class Master's level Degree Holder in Intellectual Property Law from WIPO, Geneva and UniSA, Pretoria. His academic honors include the prestigious NCERT National Talent Search Scholarship and the All India Universal Science Talent Search Award, the first prize in the Godrej sponsored All India Business Plan Competition, the Chairman's Best Student Award and the Director's Best Project Award at NITIE.

Mr. Gurjar is a pioneer in the field of modeling and simulation-based management consulting in India and has also worked in several sectors including steel, specialty materials, oil, white goods, consumer goods, education, IT, robotic-technology, government and textiles.

His functional expertise span across the areas of management consulting, project management, sales, operations and Information Systems and IT. His earlier association has been with top industries like ThyssenKrupp, Oracle, Siemens, Indian Oil, Electrolux and IIT. His experience has spanned across the geographies of the United States, Europe (including Germany, France, Netherlands and Italy) and India. He is also, therefore, fluent in six languages.

Mr. Gurjar has consulted across various sectors and companies globally. His typical mandates range from complete strategic transformation to process management to HR interventions. His specialty has been in organization wide simulations, especially for business models. He has been consulted by the governments for technology implementations, change management, PPP business models, etc. He has also consulted by the private sector for improving profitability, cost reduction, project based consulting, strategic re-organization and specific niche areas like technology and project management. His clients range from consulting firms to large corporates to SMEs. His flagship methodology involving Systems Thinking and Design Thinking are popularly followed by the market. Mr. Gurjar is an empaneled consultant at the National Productivity Council of India for Lean Management under the MSME Scheme. He was also in the expert committee of DST for the National Spatial Database Infrastructure. He is also known for his innovative models for Public Private Partnerships, contracting and government policy development. Therefore, in addition to corporates, he has done extensive consulting work in the government and non-profit sector as well.

His passion for development has seen him develop programs for CII and also the Warwick Manufacturing Group, University of Warwick, UK. In addition he has also conducted several development activities for agencies like IIT, VIT, PPMAI, etc. in various areas and each of his programs have received overwhelming response. Mr. Gurjar has also been a guest faculty teaching Project Management and Supply Chain Management at NITIE, a leading B-School in India. He is also associated visiting faculty at Jaro Education (University of Washington), SP Jain School of Global Management, NL Dalmia Institute of Management and Research, NITIE and IIT Bombay.

Mr. Gurjar has published over 15 international papers in several areas including Strategy Management, Business Process Re-engineering, Supply Chain Management, Information Technology, Law and Education. Much of his work has been interdisciplinary and go on to demonstrate his extensive skills in diverse areas and techniques. They also explain the innovative approaches that were used to solve business issues across a variety of clients. Some of his papers are part of the MBA curriculum in colleges around the world. He has also published several articles in magazines and newsletters for different fora. He has also released a book titled 'A Forward Looking Approach to Project Management' through Springer in August, 2016. The books has sold over 27000 copies till date. He also features as an expert on panels of channels like IBN Lokmat, ABP Majha and DD Sahyadri.

In his free time, he is busy working on his second book on Applied HR, preparing plans for traveling or meeting people. An active member of Rotary International, Mr. Gurjar is currently the co-Director for Mumbai Revenue District 3141 for Rotary Friendship Exchange. He successfully handled the co-Director position in the Rotary Seva Abhiyaan (Mega Service Projects) under the Thrust Areas given by the Governor last year. Previously he worked on the Road Safety Thrust Area at the District with projects across over 120 clubs. He handled the magazine portfolio at the Rotary Club of Bombay Powai and won the Best Rotarian Award as well. He has also been a Vocational Director and the Director.

Professional Affiliations

Mr. Gurjar is also associated with MACCIA, the Maharashtra Chamber of Commerce, Industry and Agriculture, an apex chamber of Maharashtra state. He is currently the co-Chairman of the Coastal Shipping Committee at MACCIA and is also an active member in the Business Networking Committee. He also supports other committees at MACCIA like the Education and Skills Committee and the Young Entrepreneur Committee. Under his leadership, the i-Pr Program was launched with DTE and over 7000 students were trained in the academic year 2017-18.

Mr. Gurjar is also the Vice-Chair elect of the NITIE Alumni Association and is deeply involved in initiatives to transform the education system. He has also been active in other platforms with DTE involving the New Education Policy and Improving the Quality of Technical Education. Mr. Gurjar is also active in uplifting poorer sections of the society through a city based NGO organization. Under this, he is running several initiatives for entrepreneurs from poorer sections and student communities.

The new methodology of Project Management that was published in his book, is currently being adopted and released globally as a new certification program in Project Management.

He is a noted expert on Technology Management, Operations Management, Supply Chain Management and Policy Research is a known for his acumen in handling difficult and challenging problems and roles in these areas. He regularly features on TV channels for his views in these areas.



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