

## Professional Write Up

I would take this opportunity to introduce my self: **Dr Shanker Adawal**. I am a proactive planner with expertise in cross functional experience in handling a wide spectrum of Public Affairs activities involving creating and heading Corporate and Regulatory framework of the company and spearheading the government relations operations. I have strong business acumen with the ability to plan and execute a wide range of strategies to further market presence.

The boundless possibility of trying out and the instant knowledge of the outcome that stimulates one for further analysis of a rationale in question is what I find most appealing. Keeping up an inquisitive and explorative attitude, I believe, leads to a constant learning process. This approach adds to the already immense potential for innovation that exists in the field of **Planning; Government Relations, Regulation policies, Corporate and PR activities, Project Operations, and Regulatory-Commercial Operations.**

My personal traits are – **perception and resourceful**, who believes in achieving and teaming. I am a person with combination of skills, academic excellence and superior personal attributes.

I have extensive experience in heading Regulatory Framework on projects like **Energy, Petroleum, Telecom, Power, Retail, Oil and gas, Biotechnology, Environment and Solar energy**, with a proven experience in sustaining profitability & cost-effectiveness of business operations.

I have a proven track record of proposing and formulating annual operating budgets and developing/ establishing a management structure focusing on managing the human resources.

I am a confident professional with an international approach and mindset. **Possess strong negotiation, interpersonal and communication skills.**

I am highly motivated, positive, goal oriented with demonstrated professionalism. I possess clear vision of success with aptitude to establish goals. Focused and hard working with incomparable inter-personal/communication skills. I am a consistent performer with successful track record of regularly achieving the business targets.

In my undergraduate studies, I have benefited from **Economics (Hons) from Delhi University**. Also, **MBE from Delhi University** imbibed in me the essentials to establish my self in the Industry.

In my career spanning **over 3 decades** I have risen up the ladder of success and secured the present position of **President – Corporate Affairs of Reliance Industries Limited, New Delhi.**

I had the opportunity to be associated with esteemed organizations including **Nortel, (Asia Pacific)** as Director, **Tatas, Delhi** as All India Marketing Head, **Modi Xerox** as Sales Manager, **Larsen & Tubro** as Major Accounts Manager; **DCM Data Products a Manager, Govt. Sales** have enriched my knowledge and developed me as a professional.

My association with the reputed organizations provided me strong abilities in controlling a large marketing structure. I developed relationships with key decision-makers in target organizations for business development evolving market segmentation & penetration strategies to achieve targets. I also maintained optimum level of utilization of available manpower.

**I foresee my career moving in the direction of managing a business and into a top leadership role.**

In conclusion I would like to state that the experience & knowledge gained during these years have provided me with a solid foundation. It has widened my functional knowledge & has provided me the skill to contribute to the growth & further enhancement of an organization. I have the ability to build and add value through specialized knowledge and extensive involvement. Incisive thinking coupled with creative strategies and an urge to excel will help me make the best use of every opportunity.