

Building + Winning in Professional Services.

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November 6, 2014

25 years in a 100
year legacy

Success

The Journey is
more fun than the
milestone.



Team

They deliver results ... and the client experience

GROW & Retain the best

- Young talent is raw material
- Invest in shaping their capabilities
- Inspiring them to be the best and believing in themselves
- Assimilating lateral hires
- Individuals have aspirations
- Proposition to stay with you
- Making a TEAM



Client

You partner with them in their journey

Choose wisely, it will matter in the long run

- Market Segmentation
 - Large * Small * Local * Domestic * Sector
- Blue Spaces in the Red Ocean
- Market Changes – Swift to React
- Trusted Relationships
- Client Organisational Dynamics
- Sales and Selling Process



Solutions

What do you want
to be known for

Domain Expertise
shines the light on
the way forward

- Commodity Services
- Specialisation
- Emerging Solutions
- Partnerships and Collaborations
- Solution Value Curve
- Building Intellectual Property



Market Visibility

Branding, visibility and recognition does matter.

Build a Brand. It's a game changer

- Personal Brand
- Team Brand
- Organisational Brand & Reputation
- Visibility in Media + Social Media + Digital
- Impact on Winning, Pricing and Dominating



Culture & Infrastructure

Teams expect this and want to see directional shifts.

Silently visible creating Impact.

- Relationship & Attitude
 - Individual * Team to Partners
 - Team to Team
- Work Culture
- Recognition
- Support Infrastructure
 - Technology * Office Space * Equipment * Knowledge Tools



Fees and Rewards

Charge for value
pay for value.
Differentiation
commodity and
specialisation.

Sharing in a must

- Fees for value provided
- Success linked fees
- Cost of providing services
- Linear vs Non Linear Fee Growth
- Rewarding Employees in Success
- Linkage of Compensation * Fees Charged



What do you want
to

- * build
- * be recognised for
- * leave behind

- My Learning
 - Dream Big make a difference
 - Be Passionate you cannot substitute energy
 - Change is constant be open and accept change
 - Team work is magic build a team
 - Invest in new areas dominate your core

Teams achieve much more than individuals

Thank You

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