

Sudeep Chhabra

New Delhi, India | chhabra.sudeep@gmail.com | +91.98112.65656 | [LinkedIn](#)

Seasoned Learning and Development professional with over two decades of experience in designing, delivering, and facilitating impactful learning experiences. Proven expertise in bridging the theory-practice gap, future-proofing employee skill sets, and driving organizational performance. Bringing a practitioner's mindset, he is committed to advancing the field of learning and development through academic collaborations and innovative learning solutions.

Education

Leaders of Learning (MOOC) <i>Harvard X</i>	2023 – 2023
Private Equity and Venture Capital (MOOC) <i>SDA Bocconi, Milan</i>	2016 – 2016
Developing Innovative Ideas for New Companies, Entrepreneurship (MOOC) <i>University of Maryland, College Park</i>	2014 – 2014
Learning How to Learn (MOOC) <i>University of California, San Diego</i>	2014 – 2014
Post Graduate Diploma in Business Administration (MBA) <i>Narsee Monjee Institute of Management Studies, Mumbai</i>	2004 – 2006
Bachelor of Business Administration (BBA) <i>Annamalai University</i>	1995 – 1998
Diploma in Hotel Management <i>Institute of Hotel Management, Catering and Nutrition, Pusa, New Delhi</i>	1995 – 1998

Professional Experience

<i>President, Customer Success</i> at Harappa Education upGrad Enterprise	2019 – 2024
<i>Director</i> at Actuate Consultants	2017 - 2020
<i>General Manager</i> at Emporio Armani Kidswear, India	2011 - 2018
<i>Chief Executive Officer</i> at Suneet Varma Design	2010 - 2011
<i>Head – Marketing</i> at DLF Emporio, New Delhi	2008 – 2010
<i>Senior Marketing Manager</i> at DLF Retail, Gurgaon	2006 – 2008
<i>Associate Director of Sales</i> at InterContinental Hotels Group, India	2001 – 2006
<i>Restaurant and Club Manager</i> at The Park Group of Hotels, India	1998 – 2001

Teaching Experience

Passionate about sharing ideas and knowledge, I have been teaching and mentoring since the last 26 years, often working with remote teams across various time-zones. My focus has been the Executive Education space where I have had the opportunity to design courses, program structure, delivery as well as assessments.

- Prefer non-linear, experiential, application-oriented teaching approach
- Have taught students from over 10 nationalities in class sizes of 15 to 200
- Use game based & real life situational (individual and group) exercises to achieve learning
- Mentor 5 to 10 students a year including their thesis writing and job search
- Research, write and publish case studies, papers and book chapters regularly

Faculty and Coach in Residence, upGrad Enterprise, India 2023 - Ongoing
Responsible for designing and delivering workshops, masterclasses and coaching for mid to senior management, and customized C-Suite immersions

Faculty in Residence, Harappa Education, India 2019 - 2023
Responsible for designing and delivering workshops and masterclasses for behavioral skill-based learning programs

M.Sc in Luxury and Fashion Management, SKEMA Business School, France & China 2011 - Ongoing
I teach “Design and Innovation in Luxury”, “Customer Value Management”, “How to Build a Brand” which are core subjects and have developed a new course on “Critical Thinking & Research Methods” being taught since 2017

Concours International SAI, France 2014 - Ongoing
Jury member to final interviews for students applying to 5 Business Schools in France organized in association with the French Chamber of Commerce

SKEMA Ventures, Incubation Program at France / China / USA / Brazil 2018 - Ongoing
Advisor and Industry Mentor for the “Venture Factory Incubation Program”

PG Diploma in Luxury and Fashion Management, Pearl Academy of Fashion, India 2018 - 2019
External Examiner with partner school ‘Domus Academy Milan’ for the overall audit of Course, Content and Program Structure of the Luxury and Fashion Management program

PG Diploma in Luxury Management, Luxury Connect Business School, India 2013 - 2019
Visiting Faculty for “Retail Operations Management” and “Sustainable Luxury”
Advisory member for Program structure and Content

International Business Management, Webster University, Geneva 2018
Invited for a talk on “Luxury in China” at the Shanghai campus cohort of Webster University

Master of Global Luxury Management, NC State University – USA & SKEMA, France 2016
I taught “Customer Loyalty & Relationship Management” a core subject for 4 Credits to exchange students from America for a dual degree from USA & France

Advaita – International Management Fest at Indian School of Business, Hyderabad 2016
Jury member for the annual international Retail Business Case challenge

Latin American Luxury Retail Executive Program at Florida International University, Miami 2014

I co-created and developed an “International Luxury Retail Management Program” on behalf of FIU College of Business delivered to Business Managers, CEO’s and Retail Directors of various luxury brands with a focus on the LatAm market

Institute of Hotel Management, New Delhi

2006

I taught a core subject of “Marketing Management” to the Master’s Program in Hotel Management, Pusa, New Delhi for 1 year

InterContinental Hotels Group Plc – Various positions

2005

Certified Corporate Sales Trainer, I conducted sessions on Strategic Selling, Revenue Management, Brand Management and Marketing

Publications & Presentations

Book Chapter: Sustainable Jewellery, Environmental Footprints & Eco Design, Springer, 2020

Book Chapter: Innovation & Sustainability, Models for Sustainable Luxury, Springer, 2018

Book Chapter: Long Term Sustainability in Luxury, Handbook of Sustainable Luxury, Springer, 2015

Book Chapter: Luxury Retailing in India, Maharajas to Masses, Palgrave Macmillan, 2012

Presentation: Co-created a Business plan with Deloitte to setup a Fashion school in India, 2010-11

Presentation: Doing Business in India at Business Strategy Forum, TIS, Taiwan, 2009

Presentation: DLF Emporio at the International Herald Tribune Luxury Conference, New Delhi, 2008

Coffee Table Book: Women in Indian Cinema, HarperCollins India, 2007

India Art Brochure for Ministry of Tourism’s Millennium India Celebrations, 2000

Licenses & Certifications

Learning Experience in GenAI by NovoEd

2024

Gallup Certified Strengths Coach

2023

Leaders of Learning by Harvard X

2023

Learning Experience Design by NovoEd

2022

Certified Sales Trainer by InterContinental Hotels

2004