

MANAGEMENT CONSULTING

- Growth strategy
- Balanced scorecard & OKRs
- HR/ People Strategy
- Account based marketing (ABM)
- Business insights

Rescon Partners
Management Consultants



*Your Partners in the
Journey of Leadership*

www.resconpartners.com

INTRODUCTION TO RESCON PARTNERS

A boutique research and consulting firm specializing in corporate strategy and execution, corporate performance dashboards, account-based marketing (ABM), and end-to-end HR and talent processes



Incorporation

Incorporated in 2010 as a Limited Liability Partnership firm, based out of Gurgaon, Delhi – NCR, India



Culture

Values driven firm with transparency



Clients

Multinational companies from USA, UK, France, Singapore, Australia and India



Experience

100+ years experience with world class organizations like McKinsey & Co., WNS, HP, Heidrick & Struggles, KPMG, Deloitte, CG, ABB etc.

SERVICE BOUQUET



Corporate Strategy

- Refine mission, vision, and values
- Create strategic roadmaps
- Benchmark & identify business opportunities
- Develop funding plans



Balanced Scorecard / OKRs

- Align strategy with operations
- Goal setting (OKRs/Balanced Scorecard)
- Integrate KPIs into performance systems
- Design & implement Corporate Performance Dashboard



Business Intelligence, Research & Analytics

- Establish account-based marketing (ABM) program
- Analyze market entry opportunities, competition, and metrics benchmarking
- Delivering actionable & data driven insights via BI tools like IMPACT, Tableau etc.



End-to-end HR & Talent processes

- Offer strategic HR advisory and organizational development (OD) insights
- Design customized talent management and employee engagement solutions
- Recommend and implement HR technology and digital transformation strategies
- Evaluate and optimize HR operations and workforce cost management strategies

WHY ENGAGE RESCON PARTNERS?



What we bring to the table



Hands-on leadership with a holistic approach, engaging CXOs to frontline managers



100+ years of experience within the team, across industries and markets



Hypothesis-driven problem-solving approach



Driven by values

What we deliver



Bespoke solutions in the domain of Organization Growth, HR, and Business Insights



Proven results with impact-driven consulting and fact bases research



Cost-effective solutions that maximize value and deliver measurable ROI

SELECT ENGAGEMENTS DONE SO FAR



Corporate Strategy

Market Assessment

- PLM Solutions in CPG Industry in USA
- China CEP market
- Event based response management system and fraud prevention in Asia/Australia

Building materials retailing

- Impact of arrival of anti IL – 17 / 23 on market of drugs for Psoriasis
- Business Plan Development
- Student Funding Intermediation
- Real Estate Services
- Smart Card
- Bicycle Sharing Services

Market Entry Strategy

- PLM Solutions in South Asian countries
- Market access for a CPG product with Rx in 10 different markets
- Market access for long acting hemophiliac drug in UK market

Adoption of Cloud Computing and its impact on savings in SG&A expenditure or improvement in efficiency in SG&A



Balanced Scorecard

Balanced Scorecard implementation to roll out 5 year strategy

- Rolled across 12 units – including Sales & Marketing Teams in US, Russia and India. In addition, covered functional units like HR, Finance, Manufacturing, Quality, SCM, IT, R&D
- Trained 100+ people through 3~4 days strategy theme workshops and created Balanced Scorecard for each unit
- Used Spider Strategies IMPACT tool to track each unit's performance against targets assigned



Business Intelligence / Research / Analytics

- Provided real time and periodic insights for an India wide mobile phone sales program of a Fortune 500 company
- Leveraged Tableau & developed dashboards with multiple views for Time period; Geography; Seniority etc. to present relevant insights
- Forecasting revenue up to 2020 for 1,500 retailers across the world
- P&L, Cash Flow and Balance Sheet for next 5 years with scenario analysis for UK based real estate crowd sourced fund

KEY PEOPLE



Manish Chordia

- Balanced Scorecard/OKRs
- Corporate Strategy
- Strategy Execution



Punit Puri

- HR Strategy
- Talent Management
- Org Design



Ritu Jhangiani

- Account Based Marketing
- Balanced Scorecard
- Business Intelligence



Surbhi Verma

- Leader – Client Success Team
- Account Based Marketing



Amardeep Kaur

- Leader - Retail Practice
- DEI Leader



Radhika R

- Head of Marketing
- Expert – Retail Industry



Bushra Akhtar

- Account Based Marketing
- Business Intelligence
- Operational Excellence Leader



Aditya Chordia

- Large Program Management
- Agile Deliveries



Amir Shikalgar

- Retail Excellence
- Leadership Training/ Learning & Development



Simran Kumari

- Expertise – Account Based Marketing



Siddharth Sharma

- Balanced Scorecard
- Business Intelligence
- Account Based Marketing



Ashwini Gulanikar

- Retail
- Theory of Constraints

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