



Sri S Paul Raj is former Managing Director, HMT Watches Limited, Bangalore. He also held additional positions as CMD, TSPL Hosepet & MD, HMT CHINAR Watches, Srinagar

In his presentation Sri Paul Raj spoke of competency building in management with other managerial skills. He opined that Success requires not merely acquiring these skills but applying them regularly on the day to day activities. He stressed on the needs of self management to emerge as successful manager. In his inspiring talk he touched upon importance of time management, communication skills and having a right attitude.



Drawing from his long corporate experience as a top manager , he said that it is important to have perpetual optimism and to Belief in oneself and purpose and in one's actions. Demonstrating perpetual optimism with passion and confidence is the essential quality for success. He said it would be wise for a manager to do a SWOT analysis of himself which would serve as a pointer in his actions.



Sri Paul Raj is Engineering graduate with MBA (Finance) and M.Phil (Management). He has a distinguished career of over 36 years in leadership roles in the domains of service, sales, marketing and overall corporate operations, with country's premier machines tools /watch manufacturing company in Public Sector. His last assignment at HMT was as

Managing Director with HMT Watches Ltd with final accountability to drive company's resources to acquire competitive position and achieve reasonable returns to ensure business continuity.



He established 'CAPSKILL CONSULTANTS' skill Development and Industry Consultancy Company in Bangalore for offering Skill development Services, providing consultancy services to the Industry. The main activity of Capskill Consultants is conducting Training & Skill Development

Programmes such as Executive Development Programmes for low and middle levels, General Management programme to the senior level Executives in organisations & consultancy services to the Industries, Training of students and Life coaching .