

ESI Launches India Office to Address Project Management Skills Gap

ESI International (ESI), the recognized leader in innovative project management, contract management, business analysis, and business skills training, today announced the launch of its India operations. The opening of the office in [Bangalore](#) is in tandem with the appointment of Pankaj Kejriwal as its Country Manager for India, who brings more than ten years of experience in the IT corporate training industry to ESI.

In this capacity, Mr. Kejriwal will focus on managing and enhancing current client relationships whilst expanding the organization's sales base in Bangalore and to other key cities in the Indian market. In addition to this, he will also be responsible for ensuring high quality standards, brand management and consistent delivery of ESI's five-star customer service platform.

The Indian economy is charging forward and indicators show that in the year ahead, economic growth between 8 per cent and 8.5 per cent is possible even without additional foreign investment. The corporate training market is also on an uptrend, where spending on products and services in the corporate training space grew from US\$15.8 billion in 2006 to US\$16.38 billion in 2007.

Raed S. Haddad, Senior Vice President, ESI, said, 'India is a key market for ESI. As its booming economy leverages on strong growth in IT, there is tremendous demand from multinationals that have operations in India, as well as local Indian organizations, to enhance the project management and business analysis expertise of their on ground workforce. We look forward to leveraging our 25 years of experience to provide solutions that develop talent and drive efficiencies for the Indian market, especially in sectors that are deregulated and opened to global players.'

The office in India will offer ESI training programs that are localized to the industry environment in India. In addition to specific courses, ESI offers eight certificate programs that award associate, master's and advanced master's certificates in such topics as programme management, business analysis and information technology project management and others through The George Washington University in Washington, DC. At present, all training programs are offered in English.

'I am also delighted to welcome Pankaj to the ESI team,' added Haddad. 'He has the subject matters expertise and extensive knowledge in the mechanics of the local market. Furthermore, Pankaj has a great understanding of what is needed to ensure that ESI's commitment to excellent customer service is delivered in a local context for current and future clients.'

'The need for formalized project management and business analysis training is apparent; technical managers increasingly need strong business acumen to successfully manage their projects and ESI provides that for clients, through its 25 year legacy,' said Mr. Kejriwal. 'I'm extremely excited to be managing the growth of one of the global leaders in corporate training in India. It is clear that ESI has a leading foothold in the global delivery model for services to clients and I'm enthusiastic about contributing to the continuance of its principal position,' added Mr. Kejriwal.

Prior to joining ESI, Mr. Kejriwal was the Practice Head of IT and Business Process Outsourcing with ATS, the corporate training division of Aptech Ltd. In his ten years of working experience, he has worked closely with many multinationals and has forged close relations with key channel partners in the Indian market.

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