

Raksha Sukhia

RAKSHA SUKHIA, PCC, CKM, CKEE, CIARP
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Summary

Seasoned **performance breakthrough, leadership transformation and strategic business coach/consultant** with more than a thousand coaching hours. Demonstrated success coaching CEOs and leadership teams, bringing meaningful change and profitability. Direct, supportive, authentic, edgy, intuitive, energetic coaching-style.

25 years **supporting CEOs to lead breakthrough performance, digital transformation organizational development and change initiatives** in many hands-on in-house and external roles. Guides executives to drive alignment, overcome performance inhibitors, embrace new technology/process automation and institutionalize cultural transformation.

Knowledge Management (KM) Subject Matter Expert and Regional Marketing and Innovation Director for over a decade with CSC, a global multi-billion-dollar IT services company. Currently, passionately advises start-ups as Founder/**Chief Growth Strategist** for the Build Business Results (BBR) Network and serves as part time **Chief Marketing Officer** for clients. **Business growth mentor** with the SBA/GMU Mason Economic Center (MEC) Incubator.

Holds a **Master of Science** degree in **Organizational Development and Knowledge Management** and a Bachelor's degree in **International Business Management**. A **SWC licensed sales enablement coach**, and a certificate in **Advanced Digital Marketing** and also maintains her International Coach Federation (**ICF PCC credential**). She draws upon her cross-functional experience to effectively create new ways of working and thinking in rapidly changing business environments. Clients credit Raksha for her pragmatic, insightful and focused approach towards building a sustainable capacity for future results.

Served **global multinationals with up to 50 divisions and 93,000 employees** and **small to medium-sized businesses** in the following industries: Software as a Service (SaaS), Information Technology, Government, Professional Services, Financial Services, Mining and Resources, Education, Oil and Gas, and Real Estate.

Involved with a variety of non-profit organizations and spearheaded "Coaches for Community" aimed at providing executive coaching to advance social welfare across Singapore. She is widely respected for her contributions to the knowledge management (KM) community, shaping the emergence of KM on corporate agendas. She founded one association in North America and served on the **Board of Directors of the Information & Knowledge Management Society** of Singapore. She has also been an active member of UNIFEM, the Singapore Institute of International Affairs, *AWARE* and *PRIMETIME* and other *Women's Business Networks*.

Published author, including her recent book *Jump Start your Profitability: 8 Strategies to Immediately Grow Your Small Business*, and a frequent guest speaker.

Professional Experience

- *Founder/Chief Growth and Performance Breakthrough Strategist*
Build Business Results Network / Entrepreneur Results Center 2011 - Present
- *Business Growth Mentor*
Mason Economic Center – SBA/GMU Incubator – Fairfax, VA 2020 - Present
- *Transformation, Leadership Development and Performance Breakthrough Consultant*
JMW Consultants Worldwide, Stamford CT 2007 - 2011
- *Knowledge Management SME and Regional Marketing/Innovation Director*
Computer Sciences Corporation (CSC) - Fairfax, VA 1998 - 2007
- *Editor in Chief- Strategy Division*
The Institute for International Research (IIR) - New York, NY 1996 - 1998

Education and Certifications

Academic Degrees:

**M.S. Organization Development
& Knowledge Management
(OD & KM)**
George Mason University, 2002

**B.A. International Economics &
Business; Minor Business
Administration,**
Boston University, 1995

Professional Certifications:

PCC Credentialed Coach
International Coach Federation
(ICF), Ongoing

**Certified Sales Coach &
Trainer Southwestern
Consulting™, 2012**

**Fast Track Graduate (CEFTP),
Coach U, 2009**

Transformation Consulting
JMW Leadership Training,
2006

**Certified Knowledge
ManagerSM (CKM) and
Knowledge Environment
EngineerSM (CKEE)**
Knowledge Management
Certification Board (KMCB),
2001

**Advanced Digital Marketing
Certification - Singapore**
(NICF), 2017 and:

- Facebook Blueprint, 2018
- Inbound Marketing (HubSpot), 2018

**Certified Industry Analyst
Relations Professional™**
(CIARP), 2007