



Deelip Amolic - Founder and Managing Partner

(Ethos India – A Boutique Retained Executive Search & Leadership Consulting Firm)

Executive Summary- For the past 24-plus years, and continuing the journey of Leadership Search (CEOs, MDs, VPs), SME Business Consulting, and Coaching First Generation Entrepreneurs.

Founder and Managing Partner at Ethos India, a boutique Executive Search and Selection Firm. I have successfully delivered mid to senior management roles

Connect with me-

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Professional services journey-

August 2001 till date-

Founder of Ethos India – offering consultative services on executive search and leadership consulting for blue-chip MNCs during their start-up stages, primarily in diversified manufacturing, engineering design services, and high-end ITES.

July 2018 to September 2019

India representative for Board Partners, GmbH, a family-owned leadership consulting firm from Germany. Successfully delivered Managing Director and Country Manager roles for few MNCs.

November 2013 to May 2018

Partner at Signium- India (www.signium.com), the world's second-oldest Executive Search & Leadership Consulting Firm, as Country Lead and speaker for Industrial Practice Group. Successfully delivered very critical, leadership and expat mandates for blue-chip MNCs and progressive Indian business houses.

Milestones in the employment journey-

SEINUMERO ENGINEERING INDIA LTD, PUNE- AS GENERAL MANAGER – MARKETING (1997-98).
AN INDIGENOUS MANUFACTURE OF CNC MACHINES

- Secured an export order for machined components in a recession phase.
- First-time participation by the company in the IMTEX exhibition in Delhi. Spearheaded the entire event management from product conceptualization to successful closure.
- The company won an award from the well-respected FIE foundation for the best product display and category during the first participation.

**ATCO INDUSTRIES LIMITED, PUNE, AS RSM FOR THE INDUSTRIAL DIVISION (1996 - 97)
MARKET LEADERS, IN ELECTRONIC WEIGHING SCALES AND BRIDGES**

- Bagged the first order for the Weigh Bridge in the region
- Bagged a bulk order for the first time in the country.
- Bagged first order from the postal department - was termed as a trendsetter across the country.
- Part of Best Trainers Team - Trained around 60 sales engineers across the country on soft skills and selling techniques.
- Consistent Performance in terms of achievements for the region.

**RIECO INDUSTRIES LIMITED, PUNE, AS SENIOR PRODUCT ENGINEER,
REPRESENTING WORLD LEADERS IN RESPECTIVE MARKET SEGMENTS (1994-96)**

- Bagged first order of All Metal Detector for the newly started division.
- Single-handedly created installation references all over India for this unique product without any formal training (S + S, Germany)
- Successfully organized Overseas Principals visits to India (Sweden, Germany & Italy)
- Was instrumental in participating in the Print Pack Exhibition in Delhi (an International level Exhibition for the packaging and related industry).

UNIQUE VALVES LIMITED, PUNE, AS ALL INDIA MARKETING MANAGER (1992 - 93)

- Bagged the single largest order of Rs 85 lakhs from Essar Gujarat as a cohesive teamwork for the first time in the history of the company.
- Effectively contributed towards the IPO activities in terms of Public Relations.

**ENGINEERING AGENCIES LIMITED, PUNE- DISTRIBUTORS FOR INGERSOLL RAND. STARTED AS
A SALES ENGINEER AND ROSE TO AREA SALES MANAGER POSITION (1989 – 92)**

- Recognized as the first sales engineer appointed in the branch and single-handedly established the base for the company in the region with maximum sales against stiff competition in the first year.
- Instrumental in winning over the competition by bringing back lost clients.
- Promoted twice for delivering consistent performance with additional support from sales, service engineers and commercial staff.

GE MEDICAL SYSTEMS (FORMERLY KNOWN AS IGE INDIA LIMITED) AS SALES ENGINEER (1990)

- Instrumental in bagging a prestigious order from an institutional client in a record time which made us the top-performing branch in terms of Target achievements.

BHARAT BIJLEE LIMITED, PUNE (1987 - 88)

- Worked as an Electrical Engineer in the Lifts Division

PEFCO INDUSTRIES LIMITED, Pune (1986-87)

- Worked as an engineer

SANDVIK ASIA LIMITED, PUNE (1985 - 86)

- Worked as a Trainee

SCHOLASTICS-

Diploma in Marketing Management from IMDR, Pune in 1989.

Diploma in Electrical Engineering from Govt. Polytechnic Pune in 1985- Secured First Class in both academics.

Recognized as a ranker throughout, with distinction.

AWARD AND SCHOLARSHIP

National Merit Scholarship holder at Diploma level

Extra-curricular

An All-rounder Athlete in School and Engineering- Up to Zonal Level Winner in Drama and Music competitions in School and College.

Hobbies-

Method acting, Coaching, Singing Kishore Kumar songs.