



# Priyajeet Mahapatra - Corporate Trainer & Founder Impact Graad

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**Company:** Impact Graad

## PROFILE

### Founder's Summary

Drawing on over 14 years of leadership experience in sales, marketing, and training within the banking sector, I transitioned from managing large-scale corporate initiatives to building my own venture—Impact Graad. My corporate career equipped me with strategic insight, client engagement expertise, and a results-driven mindset, which now power my mission to help individuals and organizations grow with clarity, confidence, and measurable impact.

## SIGNATURE TRAINING AREAS

- Communication Mastery & Influential Speaking
- Leadership Development for Emerging & Mid-level Managers
- Emotional Intelligence in the Workplace
- Strategic Thinking & Decision-Making
- Sales Acceleration & Relationship Building
- New hire onboarding training.
- Train the Trainers
- Work-Life Integration & Resilience
- Ethics and Values-Based Leadership
- Digital Awareness, Cybersecurity & AI for Non-Tech Roles.

## HIGHLIGHTS

Over the course of my career as a trainer, I have facilitated **100+ workshops** for employees across India, covering diverse areas such as soft skills, leadership, KYC-AML compliance, wealth management, digital fluency, and cybersecurity. I have **designed and delivered** impactful mid-career development programs, comprehensive new-hire onboarding, and thematic training on ethics, artificial intelligence, and innovation, each met with an overwhelming response.

With **800+ hours of professional training experience**, my sessions consistently achieve exceptional evaluation scores. Recognized with multiple awards including *Best Trainer*, *Best Coordinator*, and *Best Team Leader*, I am also a regularly invited **visiting faculty** at Cosmos Bank and Gujarat Grameen Bank.

My **14-year banking journey** reflects an unwavering commitment to excellence — achieving *zero customer complaints*, fostering a culture of accountability, and earning lasting trust through integrity in financial leadership.

## WHAT I BRING TO YOUR ORGANIZATION

- Proven expertise in leadership facilitation, team transformation, and sales enablement training.
- Engaging delivery style that fuses experience, empathy, and energy
- Certified training background with exposure to various cross-functional teams.
- Strong credibility as a Soft Skill trainer, mid-career mentor, motivational speaker, and organizational culture coach.

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**CORPORATE  
EXPERIENCE**

**Founder  
Impact Graad**

📅 08/2025 – present 📍 KOLKATA

**Chief Manager & Branch Head  
Bank of Baroda**

📅 2024 – 2025 📍 KOLKATA

**Chief Manager & Faculty, Corporate Training Academy  
Bank of Baroda**

📅 2019 – 2024 📍 VADODARA & GANDHINAGAR

**Zonal Marketing Manager  
Bank of Baroda**

📅 2017 – 2019 📍 VADODARA

**Sales & Marketing Manager  
Bank of Baroda**

📅 2014 – 2017 📍 BHUBANESWAR

**Sales Officer  
Bank of Baroda**

📅 2011 – 2014 📍 RANCHI

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**EDUCATION &  
CREDENTIALS**

**MBA (HR & Marketing)  
Ravenshaw University**

**B.Tech (Biomedical Engineering)  
Sathyabama University**

**IIBF**

Certified Bank Trainer

**AIMA**

Certified Trainer

**ISTD**

Life Time Member

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**CERTIFICATES**

**Certificate in Digital Banking- IIBF**

**Certificate in Prevention of Cyber Crime - IIBF**

**Certificate in KYC AML- IIBF**

**JAIB**