

RAJ KUMAR
Managing Consultant
Step Training and Consulting

Mr. Raj Kumar is the Founder and Managing Consultant of STEP Training and Consulting, a company incorporated in Turkey in 2001. Since its inception, Mr. Kumar has been involved in the training of Management Teams of Blue Chip domestic and multinational companies in the areas of presentations, speeches and the art of effective speaking.

Today, he provides Consultancy services on all aspects of speaking, while also getting personally involved in the design stage of presentations and speeches, predominately for Sales teams and Top Executives. Over the last three years, he has also assisted in the preparation of speeches delivered at the DAVOS conference and in other conferences of similar repute. Given Mr. Kumar's background and previous experience in Finance, he is also actively involved in speeches of Earnings releases of publicly listed companies, and in road shows for IPOs and SPOs.

In addition, STEP Consulting is engaged in the preparation of the English content of various Annual Reports, Magazines, certain UNICEF publications and the like, wherein Raj Kumar is the Chief Editor.

Until 1998, Raj has lived and worked in Malaysia, Hong Kong and Singapore in the area of Portfolio Management, managing funds in the Asian Equity markets. During this time, he has delivered various papers to the Investment Community on Portfolio Management, with particular focus on the "Madness of Markets" and "The Delicate Art of Stock Picking". It was here that he initially developed his interest in speaking in public and crystallized this passion with the setting up of STEP Consulting.

A Finance and Economics graduate of the University of Kent at Canterbury, England, Raj later went on to do his Masters in Management at the University of Bristol, England. Upon completing his education, he continued to work in England for a further 4 years with Ernst and Young, London, specializing in M&As.