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Steria Academy Introduces Third Executive Learning Programme in Chennai

The Steria Academy in Chennai, India, launches a new Academy delivering the third pillar in Steria's prestigious training and education programme for its high-potential senior managers.

The Sales Academy follows the opening of the Global Leadership and Programme Management Academy in 2008 and 2009, respectively. Within two years, 360 executives have enrolled in the Steria Academy. Like its predecessors, the Sales Academy will deliver a curriculum focused on advanced professional development for Steria's top-performing senior staff.

Mukesh Aghi, Steria CEO for Asia and Group Sales Director, will serve as the Sales Academy's executive sponsor, overseeing the delivery of three sessions for 22 Steria Senior Sales Managers from all Steria countries. Steria has drawn from industry-valued courses, as well as its own tools and expertise to design a highly tailored curriculum. Participants will be guided through consultative selling in a global marketplace and strategies for achieving even greater client intimacy. Steria will take advantage of the Academy to strengthen its account management processes.

"The Steria Academy is a powerful way to strengthen our managers' sense of belonging to an international group," said Aghi. "With the dynamism and vibrancy of India as its backdrop, the Steria Academy has really helped galvanise our executive teams and strengthen our approach to complex, international projects."

He continued: "In addition to guiding our teams through innovative skills and education programmes, our academy presents a great venue for them to network and share best practices which ultimately benefit our clients."

Skills and Talent Development with a Global View

The launch of the Steria Academy Sales Academy follows the graduation of 'Class of 2010' participants from the Programme Management and Global Leadership Academies; the latter having been developed by Steria in partnership with U21 Global university, a provider of online graduate learning. The bespoke courses are designed to bolster the skills of senior professionals facing increased competition in a globalised business and talent market.



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The Programme Management Academy was entirely designed by the Steria programme management community. The Academy focuses on Steria best practices and the integration of Steria's industrial delivery model into onshore, nearshore and offshore programme management. Sessions incorporate interactive masterclasses, discussion platforms and the completion of team assignments. Change management, risk management, knowledge management, as well as legal and commercial management are also central to this programme. Today, 120 participants from 12 countries are part of the Programme Management School.

"The Academy has opened up many opportunities to work with international colleagues," said Ivan Sauvage, a recent graduate of the Programme Management School. Sauvage, a Director of Quality in Steria France, continued: "My aim was to expand my knowledge on specific business areas, but the Academy delivered value above and beyond my expectations. It offered a tailored programme and opportunities for relationship-building that in future, will make cross-border collaboration much more effective. I'm now in regular contact with colleagues that I met through the Academy who are keen to bring what we've learned into the commercial arena. It's very reassuring to know that I have access to teams of knowledgeable associates worldwide."

About Steria: www.steria.com

Steria delivers IT enabled business services which help organisations in the public and private sectors operate more efficiently and profitably. By combining in depth understanding of our clients' businesses with expertise in IT and business process outsourcing, we take on our clients' challenges and develop innovative solutions to address them. Through our highly collaborative consulting style, we work with our clients to transform their business, enabling them to focus on what they do best. Our 18,300 people, working across 16 countries, support the systems, services and processes that make today's world turn, touching the lives of millions around the globe each day.

Founded in 1969, Steria has offices in Europe, India, North Africa and SE Asia and a 2009 revenue of €1,63 billion. 19.3% of Steria's capital is owned by its employees. Headquartered in Paris, Steria is listed on the Euronext Paris market.

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