



GAURAV MEHTA

Enthusiast
DISC Type : i

Vice President - Corporate HR at Lupin
Mumbai, Maharashtra, India

Overview

Gaurav Mehta is the Vice President of Corporate HR at Lupin, where he specializes in international HR operations and talent management. His experience spans global talent acquisition, HR technology, and managing senior-level employee lifecycles. He holds a Masters degree in Human Resources Management from Mumbai Educational Trust.

Described by colleagues as having a background influenced by Army culture, he brings a structured and discerning approach to his professional interactions. He maintains an interest in diverse sectors, including major companies within the life sciences and automotive industries.

According to a recommendation, he has a unique ability to "scan a person like X-Ray, " a valuable quality in HR.

Personality Overview

Consensus Focused

Amiable & Agreeable

Non-Confrontational

They are more about building relationships than just cutting deals. They are generally friendly, so be careful when relying on their word. Unlike D or C types, they are convinced more by stories and testimonials.

Topics They Care About

Global HR Operations

He is responsible for HR service delivery across Asia Pacific, Africa, Latin America, and the Middle East, managing employee secondments to overseas subsidiaries.

Talent Management

A core focus of his career, responsible for senior-level talent acquisition, onboarding, and lifecycle management for research, manufacturing, and corporate functions.

HR Technology

His past responsibilities explicitly include overseeing and implementing HR technology solutions to improve people services and processes.

Discerning Leadership

A recommendation highlights his background in Army culture, suggesting he values structure, discipline, and keen observation in his professional approach.

Mumbai Indians

[Predicted] Based on his education and primary work location being in the Mumbai metropolitan area.



Media Appearances

Gaurav has no verified media appearances

Work History

- 4-2022
Vice President - Corporate HR at Lupin
- 1-2019 - 3-2022
Senior General Manager Corporate Human Resources at Lupin
- 5-2015 - 12-2018
General Manager Corporate HR at Lupin
- 6-2011 - 4-2015
Deputy General Manager -Corporate HR at Lupin
- 7-2009 - 6-2011
Senior Manager -Corporate HR at Lupin

Education

- 2010 - 2013
Master's degree in Human Resources Management Development from Mumbai Educational Trust
- 2000 - 2002
Masters Diploma In Business Administration from Symboisis Institute Of Management Studies (SCDL)

More Information

Social Presence :



Prographics :

Exp : **22** Location : **Mumbai, Maharashtra, India** Job Level : **Senior** Designation : **Vice President - Corporate HR at Lupin**

Insights For Selling To Gaurav

👉 During A Call Or A Meeting

DO's

- Invite them for a lunch or a drink/coffee
- Refer to interesting customer testimonials and stress on great customer experience
- Ask them how their day is going or exchange some other pleasantries

DONT's

- Avoid overloading them with too much information
- Don't ask too many questions in one go, weave them into the flow
- Don't push them for a direct 'no', take lack of 'yes' as 'no' after some time

👉 When Cold Calling

Insights

Pattern Interrupt: Informal style, where you are talking in a friendly & casual manner, with a big smile on makes them want to speak to you.

Pace: Don't be too fast or too slow, stay in the middle. Sound like a 'brings happiness to others' person.

Tone: Speak with high energy and in a personal manner, as if you have met a friend suddenly after a long time.

Tactics To Win: Giving social proof, personal rapport, usage of superlatives, repeating their name.

Mistakes To Avoid: Information overload, use of negations

Making The Ask: Use positivity and/or humor to make the ask. It appeals to them, as if you are bringing a cheer to their day. (Avoid doing this with Dominant or Calculative types)

Subconscious Driver: They are driven by emotion more than any other type. Hence a proposition that excites them will immediately get their attention.

Script

Greeting: Hey Gaurav, [user_fname] here at [user_companynamewithfirsttwowords] calling you this morning/evening!

Opener: Now I know how much people love cold calls, so how about 30 seconds to tell you what I have for you?

Introduction: We have built an AI that predicts exactly what will build a solid relationship with each prospect before you even spend a minute with them.

Ask: Gaurav, leaders just like you at companies like [abc], [xyz] have been blown away with what they have seen, why don't we put 15 minutes on your calendar to show you if what I am saying is actually real, yeah?

Close: So morning at around [time] next [tuesday], shall we say? And is it [prospect_email]? Don't want to get that wrong you know!

👉 When Writing An Email

Subject: Personalized, catchy

Example: John, is this interesting?', 'Increasing sales conversion, together!' etc.

Salutation: Yes (Something casual)

Example: Use 'Hi', 'Hey' etc. (along with the first name)

Greeting: Yes (Say something interesting/unusual)

Example: Use unusual lines, like 'This has been quite a week', 'What a game yesterday' etc.

Emojis/GIFs:

Bullet Points: Avoid

Closing Line: Build excitement

Example: Something like 'So John, lets get the ball rolling?'

Complimentary Close: Unique, pleasant

Example: Something like 'Excited!', 'To a great partnership!' etc.

Tone of Words: Friendly, first-person

Overall Messaging: Focused on the person and relationship

Length of Mail: Long

Example: Maximum upto 150 words

👉 While Negotiating & Closing

The secret to closing fast with Gaurav is

- *Relationships and rapport matter to them, but so does the value of the product.*

Will you ever get a clear answer from Gaurav

- *They will hardly ever say a direct no.*

Insights For Deal Planning

How Fast (Or Slow) Will Gaurav Move?

- *Even when they are constantly engaged, they do not reach decisions quickly.*

Can Gaurav Take Some Risk Or Not?

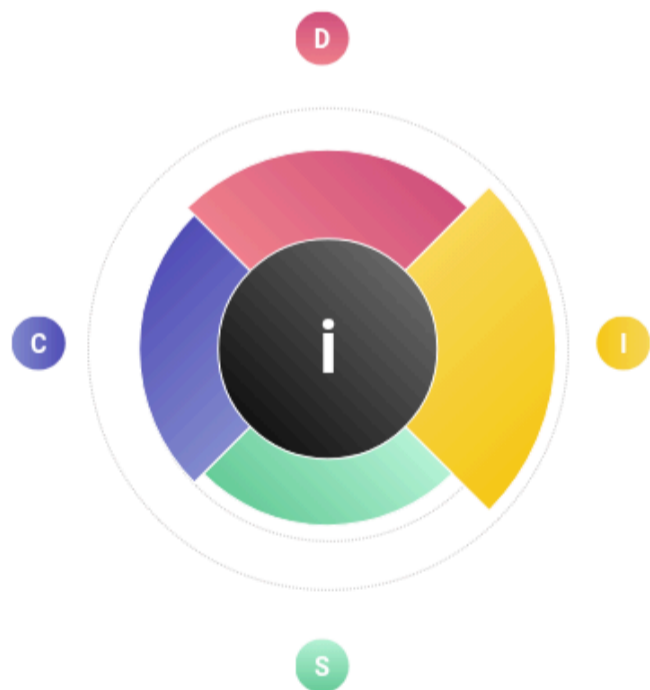
- *If it seems really necessary, they can take small risks.*

You And Gaurav

Personality Compatibility

Not enough data to show compatibility comparison

DISC Profile : Gaurav's Key Traits



INFLUENCE

Influence(I) reflects the degree to which a person prefers to work by influencing or persuading others. Those scoring high tend to be people oriented, are motivated by social recognition and building relationships and can be described as warm and enthusiastic in general.