



Sanjay J. Dhebar, MBA

Facilitator, Motivator and Author

Sanjay is co-founder of Leonnova, an education consulting firm along with being a highly rated faculty member with the Schulich Executive Education Centre, Schulich School of Business, York University. Recently he was appointed Sales Program Director at the Schulich Executive Education Centre. He has coached and develops salespeople in organizations globally, including Four Seasons Hotel, Siemens, Hoffman La Roche, TD Bank, NN Group, Mercedes Benz, Samsung, GlaxoSmithKline, and Sick Kids Hospital. He uses the 'case study' methodology in his teachings drawing on best practice approaches across sectors. Sanjay has developed a respected process and practical approach called "***The Business Workout***", which enables business leaders achieve better performance and success.

Furthermore, Sanjay is an Adjunct Faculty at York University Schulich School of Business. Sanjay's teaching focus includes sales, marketing, and strategy. Building on his decade long international teaching experience, and his expertise to develop cutting edge experiential curriculum design, Sanjay has partnered with different universities to reevaluate their pedagogy and enhance their new programs with current best practices including flipped classroom and online learning. In 2019 and 2020, Sanjay was nominated for a Schulich teaching excellence award as a top academic Faculty member.

In 2018, Sanjay published his first book: *Toolbox for Performance Driven Leaders*. Sanjay holds an Honours BA in Public Policy from Ryerson University and an MBA in Marketing from the University of Leicester, UK. Recently, Sanjay completed an advanced certificate in digital marketing from MIT Boston along with a train the trainer certificate from Disney on Quality Service.