

## CASE STUDY

# RAMACHANDRAN SABAPATHY PILLAY CMgr MCMi



Schneider Electric  
CMI Level 7 Certificate in Strategic Management and Leadership

“ Becoming Chartered is an important international recognition and accreditation that solidifies my reputation as a respected and trusted professional. ”

Ramachandran is studying for a dual accredited Doctor in Business Administration degree with HELP University in Kuala Lumpur, and as part of this, in 2023 he achieved his CMI Level 7 Certificate in Strategic Management and Leadership and went on to successfully obtain Chartered Manager status.

## DEVELOPING A STRATEGIC OUTLOOK

“ I started my journey with CMI in 2021 whilst studying a postgraduate degree with HELP University KL. It was at this time that HELP University offered the CMI Level 7 Certificate in Strategic Management and Leadership.

This dual accreditation of the programme strongly resonated with my desire to enhance my leadership skills. Together with being able to obtain Chartered Manager status at the end of the programme, it represented the perfect opportunity to accelerate my management career.

As a Customer Projects Manager for Schneider Electric, my role tended to focus on the technical aspects of project execution, rather than an entire project overview. The learning I have gained from CMI has enabled me to recognise the intricate ways in which my projects are integral to broader business strategy.

This new level of understanding has enriched my management knowledge and skills. As a Chartered Manager, I have a much greater strategic oversight of my contributions to the wider organisation. ”

## DRIVING ORGANISATIONAL EXCELLENCE

“ The greatest positive impact as a result of becoming Chartered has been the change that I have been able to implement.

Becoming more strategic and self-aware in my role has driven me to look deeper at our customers' evolving needs.

I have taken the initiative to work closely with the service team, so that we can start offering customers our entire lifecycle management programme. This covers services for the next 25 years upfront itself during the execution.

Having undertaken this training with CMI, I am now able to directly contribute towards greater efficiencies and influence decision-making at a higher level. This helps to increase revenues and position the company competitively, so we can cater more effectively to changing customer demands.

The emphasis toward business implications in my thinking has enabled me to better align my projects with organisational goals and support overall business success. ”

## THE ULTIMATE CONFIDENCE BOOST

“ My abilities to inspire and lead project teams are continuously improving. I have fostered a positive and productive project environment in my role and delivered an increased awareness of ethical considerations.

Attaining Chartered Manager status reinforces my competence. Not only is it an external recognition of my skills and capabilities in leadership and management, it also provides enhanced credibility with my employer, clients and colleagues. This is extremely valuable in my industry. Moreover, CMI's Chartered community offers a wealth of networking opportunities as I continue in my management journey.

Becoming a Chartered Manager has given me the confidence that I need to reach senior management and leadership roles in the future. As I go forward, I will remain committed to ongoing professional development in the management profession. ”