

**About myself**

* Corporate Experience: 1984-2001: 17 years. Career Path: Front Line Sales Executive to Sales Head. (Lupin Laboratories Pvt Limited to Eurostar Network Limited.)
* Segments worked in: Pharma (Lupin),Consumer Durable(Blow Plast Ltd) Paints (Jenson and Nicholson India Limited) Automobiles (Kinetic Engineering Ltd) Consumer Electricals (Bajaj Electricals Limited) and Digital Electronics (Eurostar Network Limited)
* Recruitment Experience: 2001-2009: 8 years. IT/ ITES/Automobiles/ FMCD/ Office Automation.
* Training Experience from 2007 onwards till date: 16 years.
* Coaching Experience from 2008 till date: 15 years.
* Total Training and Coaching Experience: 16 years.

**Training Methodology**

* 45% Theory.
* 55% Practical Grass Root Experience/ Real Life Situations.
* Role Plays.
* Interactive Team Games and Mind Games.

**Class Room Training done**

**Segment trained** **Company.**

FMCG: Reliance Consumer Brand.

FMCD: Mahendra Pumps Pvt Limited. Udyogi Plastics.

Automobiles: TVS Motors. MyTVS.

Aftermarket: Lucas India Service Limited.

B2B: Metacog Solutions for L & T.

B2C: Flosil-BET Coatings Pvt Ltd.

Goodrich Gaskets Private Limited.

Goodrich Fasteners Private Limited.

**Topics specifically trained.**

Soft Skills.

Personality Development.

Advanced Selling Skills.

Sales Management.

Sales Process.

Upselling

Cross Selling.

S.P.A.N.C.O.

**On Field Coaching Done.**

Lucas Indian Service Limited- 40 Branches Pan India.

Mahendra Pumps Private Limited- 12 Branches Pan India.

**Notable contributions.**

Designed and implemented Sales Management-Diploma Course- **Lucas Indian Service Limited.**

***Achievement****: 40 sales executives promoted to Managerial Position after the one year course and project presentations.*

Designed and implemented Sales Process and Standard Sales Operating Process.

***Achievement:*** *Over 480 executives trained and coached over a period of 12 months. Showing remarkable growth in Width and Depth of Distribution.*

**Personal Details**

Date of Birth: 14th July 1961.

Languages Fluent in: English, Hindi, Tamil and Kannada.

