



BYOMOKESH RAJGURU

I believe in a personalized approach to coaching and training, tailoring each session to the unique needs and goals of my clients. Through a combination of proven methodologies and practical strategies, I empower individuals to overcome challenges, achieve clarity, and take meaningful action towards their objectives.



CONTACT



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Client Testimonials

Jyoti Ranjan Dash – Regional Business Head, Tyre Industry

"As a Regional Business Manager in the tyre industry, I and my team had the privilege of working with Byomokesh Rajguru, as our coach. He brought a unique blend of expertise, insight, and empathy to our coaching sessions, enabling us to overcome challenges, develop new skills, and achieve significant growth in our roles. His coaching and support were instrumental in helping us navigate complex business dynamics and drive tangible results for my team and organisation. I highly recommend Byomokesh Rajguru to anyone seeking professional development and personal growth."

Sujata Suri – Sales Manager- Pune, BFSI Sector

"Working with Byomokesh Rajguru as my coach has been a transformative experience. His deep understanding of the BFSI sector combined with his compassionate coaching approach has empowered me to navigate challenges with confidence and clarity. Through his guidance, I've been able to enhance my leadership skills, strengthen client relationships, and achieve remarkable results in my role. I'm grateful for his support and expertise, and I highly recommend Byomokesh Rajguru to anyone looking to excel in the dynamic world of finance."



Recent Training & Workshops Delivered

Sl No	Company	Sector	Location	Training Modules
1	My Space	Real Estate	Bhubaneswar	Sales call, Rapport Building, Relationship Building
2	SNACK4EV	EV Charging	Chennai	Problem Solving, Critical Thinking
3	Yellow Stone Technologies	ERP	Chennai	Critical Thinking, Time Management
4	CEAT - Bhubaneswar	Tyre	Bhubaneswar	Channel Sales/ Customer Service
5	Women's Degree College	Education	Sunabeda	Leadership/ Work Ethics



PROFESSIONAL SNAPSHOT

I am an Author, Certified Coach and Corporate Trainer dedicated to helping individuals and teams unlock their full potential. With a passion for personal and professional development, I specialize in Clarity Coaching and provide training in Sales Skills and Soft Skills.

Have 13+ years of rich experience in Sales and marketing. Generated business/revenues in every sector I have worked for.

Front runner in teams, successfully managed key clients/agency partners and fortified Businesses across Locations.

Capable of handling teams, and multiple functions/activities in high-pressure & diverse environments.



HONORS/ACHIEVEMENTS

2022: Author of the Book – Clarity – The Unconventional Guide to Attaining Success Quickly



Training Certifications

- Certified International Trainer and Coach, Indian Leadership Academy
- Certified Corporate Trainer, Indian Leadership Academy.
- Certified Soft Skills Trainer, Indian Leadership Academy.
- Certified Behavioural Skills Trainer, Indian Leadership Academy.



PROFESSIONAL EXPERIENCE



Mindchampion Learning Systems Limited (NIIT LTD.)

Premier Sales Consultant – School Learning Group | (July 2017 – Mar 2021) | Odisha

- Awarded “Best Debutant” for the joining Quarter
- Rewarded as “Ace of the quarter” for two consecutive quarters in financial year 2019 -20
- Top performer with average revenue generation/business of 0.5 million per month for Team East
- Created & Implemented Successful Business Plans for meeting targets
- Worked on Customer needs & offered right product mix with consultative sales approach
- Appointed, managed, drove/Motivated, and generated biz through channel partners



Timespro (Times Centre for Learning Limited)

Assistant Manager–Student Relations (Feb 2016 – Jun 2017) | Odisha

- Successfully spearheaded a team of counsellors for students’ admission and starting new batches
- Conducted BTL activities around the state and generated leads
- Conducted Seminars at colleges
- Developed New Channel Partners in the state



Aakash Institute (Adyant Educational Services Pvt Ltd)

Assistant Manager - Marketing (Sep 2015 - Jan 2016) Odisha

- Successfully made 314 student registrations in two months’ time.
- Enrolled the district toppers into Engineering and Medical Two-Year Coaching
- Conducted BTL activities
- Conducted Seminars at Schools, Sessions for Student & Parent Counselling

Spot On Marketing & Communications Pvt. Ltd.

Senior Sales Manager (Apr 2010 – Feb 2015) Bhubaneswar

- Successfully operated the distribution Channel of Sparkle Aqua Packaged drinking water
- Improved company’s Brand Image as best quality Assam Tea supplier
- Worked closely with some of the finest tea gardens



United Spirits Limited

Territory Sales Executive – Channel Sales (Apr 2006 – Aug 2009) Kolkata

- Created market monopoly of Mc Dowell’s NO1 Celebration Rum in HOOGHLY by increasing the market share from 82% to 96%
- Developed a unique proposal of USL Model / Branded Shops in kolkata, (3 in my area)
- Successfully bagged orders from the assigned territory
- Conducted timely on & off premise promotion



Indiamart Intermesh Limited

Marketing Executive (July 2005 – Mar 2006) Kolkata

- Handled the small and medium size exporters in Kolkata
- Generated business from key clients such as U.B. International and Glaner Woodcock



PERSONAL DETAILS

Languages Known: English, Hindi, Odia, Bengali | Nationality: Indian | Marital Status: Single

