



Pandian Palaniappan

Sales Strategist | Sales Leader Coach | Sales Trainer

Experience

National Sales Training Head-Hyundai Motor India 2015-2020

Built the learning landscape for 14,000 + dealer sales consultants and dealer sales heads consultants and dealer sales heads which would enhance the sales productivity by 10% YOT.

Learning & Development -TII (a Murugappa group) 2011-2013

Implemented “Challenger Sales” competencies (Gartner) across 4 SBUs (174 executives) which encompass competency mapping, building “Challenger IDPs” and capability building plan over a period of 18-24 months, which enhanced our market share by 18%.

Talent Transformer-Wipro Technologies 2004-2010

Leading business capability transformer for 10 Mega & Gamma accounts (USD 50 million +)

Zonal Sales Training Head- Tata-AIG Life Insurance 2001-2003

Coaching & training agency sales team to become a million dollar round table member (MDRT) and win international sales convention for South zone.

National Sales Training -NIS Sparta (NIIT ltd) 1992-2001

Sales capability transformer & trainer across automotive, construction, FMCG & office automation. Established inhouse sales trainer training centre.

Coaching & Training

- Challenger sale-Insight Selling
- SPIN Selling
- DISC Sales
- Selling to Large Accounts
- Negotiation
- Building Customer Loyalty
- Sales Leader
- Sales Competency Mapping & Assessment