

COURSE OUTLINE

👥 Highly Interactive Class in a Small Group

🔍 Deep Dive in Sales Core via Psychological Approach

⚙️ A Different point of view

👤 A Unique Coach

🎯 27 years Experience in companies like

CMC (a TATA Group Company)
Newgen Software Technologies
Tech Mahindra

📖 Knowledge of the New Emerging Europe, MEA, Turkey and BRIC

Make a difference in Sales & Pre-Sales

Leadership in sales

🤝 Notch Up about 429 million of business over the years

👥 Last trainings in:

Eastern Software - India
Proven Consult - Saudi Arabia
Sosaley - India

“Aspire to make a Difference and not to make a Living”

The Coach



“90 % of the Business is Culture”

The Coach

“This course will help you to understand what you can”

The Coach

Pathway Business Advisory LLC

COURSE TOPICS

✎ Different ways of securing Business

✎ Addressing Sales challenges

✎ Making a Difference for the Customer

✎ How to Overcome the Cross-Cultural Business Challenges

✎ How to De-Risk Customers Concerns

✎ How the Sales Leadership can Make a Difference:
Lead from the Front

✎ Improve Interactions with Customers

✎ Efficient Sales Processes

✎ Effective Sales Leadership

✎ The Role of the CEO in Sales



Learn



Pathway Business
Advisory LLC

Your Coach's Profile

He brings with him, a wealth of experience as a Senior Business Leader, Mentor and Coach with in Depth understanding of the Complex nature of Cross – Cultural Business Pursuits

He has an exceptional knack of closing / influencing impossible business opportunities

He easily Wins the Confidence, Comfort and Trust of the Leaders at the Customers Organization

His Entrepreneurial instincts, with excellent Business Network Skills and Knowledge of the New Emerging Europe, MEA, Turkey and BRIC, make him an asset, as part of the CEO's strategic Team

.....a person hard to find in today's fast track business world

He has closed several large game change contracts, opened New Markets and always Delivered Business Growth

Notch up about 429 million of business over the years

In his long and successful career spanning 27 years, he enabled companies like CMC (a TATA Group Company), HCL Perot Systems, Newgen Software Technologies, Mahindra Satyam and Tech Mahindra

Today he enables IT Services Companies break into New Markets – builds a Brand – structures the new Ecosystem and scales business 5 X

He also coaches teams on how to significantly improve their interactions with Customers at every touch

Every step of his that is taken, is based on sheer Courage, Determination, Cultural Skills and Thinking Differently all the time.

A Performer – A Coach – A Mentor – An Entrepreneur

All rolled into one larger than life persona

Grew up in the UK, studied in the UK, India, Italy and Slovenia, good with people's skills and languages.

He is considered one of the best effective Communicators, even by his Professors of LSE

Recognized by his mentees as a Wonderful Mentor from whom they have learned a lot

He enjoys Tennis, Football, a strong believer in Social Entrepreneur / Philanthropy.... passionate about Environment and Animals

He is humble and that's why you don't see his photo here ...

