

SALES AS A SERVICE (SAAS)



- Understanding the innate requirements of the customer and prospects - Consultative approach towards account management
- Strategic thinking for enabling better business results and Customer satisfaction
- High impact customer engagement with the existing and new prospects.
- Collaborative approach and stakeholder management
- Pro- Customer and Pro-Business mindset
- Handling Objections and resolving the issues
- Closing skills
- Customer Value proposition - Method, structure and presentation approach



About me Before starting my own company, I have worked with Mercuri Goldmann, Mercuri Urval as a senior consultant and with Better Future (Netherlands based company) as their MD (APAC). I have conducted various international and Indian projects on sales capability development. Just to share, till now I have enabled over 8000 resources to enhance their sales and business performance capabilities.

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