

SAVINGS ROE WELLBEING  
ROI TRUST  
ASSURANCE  
PEACE OF MIND  
PRODUCTIVITY SAFETY

*Convincing Business Presentations*  
*Sharing Compelling stories*  
*Enabling Sales Communication Tools*

Communicating value proposition is the currency of business activities. Once done well, it transforms the mindset of stakeholders of the buying organisation. Compelling value proposition needs a structured approach, simplicity of thought process, convincing content and appropriate style. And this needs continuous mining of the information available around us and applying it appropriately.

How can you strengthen the communication around your Value Proposition?

- Building Compelling Presentations and Proposals
- Creating Impactful Video presentations and Sales aids
- Aligning website content to enable Value Selling
- Improving Presentation Skills- Face to Face meetings and remote video calls
- Digital Sales Strategy to communicate Value Proposition
- Branding Sales team communication
- Creating a champion Team for Value Selling



Dinkar has enabled to establish **Value Selling Culture** for several organisations. He has been involved in many international and domestic people enablement initiatives. Dinkar has been involved in various strategically crucial initiatives for the long term Sales Organisation development. He has coached more than 8000 people from 200 plus companies. Dinkar has personally handled many critical assessment centres for different layers of management from large and small businesses. He is also the founder of **Groval Euler's** and **Kabir Learning Foundation**.

*Other details about Dinkar (Your Coach) :*

23 plus years exposure in Sales Management 15 plus years in Sales performance Consulting.

M.Tech ( Mineral Engineering ,Indian School of Mines- IIT Dhanbad), PGDBM, Leadership Capability Assessor, LIFO Coach, Belbin Coach, Celemi (Business Simulation) Certified Coach, ICF Certified Life Coach, Doctorate in Management studies | Member of Mindfulness Association (UK)