

Sales Training



Faculty: Has 22+ years' experience, a thought leader, author of book on sales Zero to Hero and passionate training and development Trainer. He has conducted outbound trainings, Sales Training and Audit, Customer Service Training and Audit, various HR Trainings.

Content:

- ✚ BEING DOING HAVING (FOCUS ON CONTEXT)
- ✚ SALES MINDSET
- ✚ USING NLP IN SALES
- ✚ PRESENTATION AND COMMUNICATION IN SALES
- ✚ INTRODUCTION TO BUYING CYCLE
- ✚ INTRODUCTION TO SELLING CYCLE
- ✚ MAPPING THE BUYING & SELLING CYCLE
- ✚ HANDLING OBJECTIONS
- ✚ F.A.B IN SALES
- ✚ BUYING SIGNALS
- ✚ CROSS SELLING – UP SELLING
- ✚ CLOSING THE SALE
- ✚ COMPETITION AND MAPPING
- ✚ PRODUCT KNOWLEDGE
- ✚ VALUE PROPOSITION
- ✚ MULTI TASKING

LIST OF CLIENTS

Some organizations which have benefited from our consulting and services practice areas:

- Tula's Institute
- Sterlite Technologies Limited
- Rocsearch India Private Limited
- Rodic Consultants Private Limited
- Oncquest Laboratories Limited
- Veolia India Private Limited
- Saksham Diagnostic Private Limited
- USV Private Limited
- Jaguar Overseas Limited
- Dharampal Satyapal Group
- Public Health Foundation of India
- Alkem Laboratories
- Infanion

Some organizations which have benefited from our learning and capability development programs :

- | | |
|-------------------------------|----------------------------------|
| • NDTV | • Aravali Infra Power |
| • Alkem Laboratories | • Lal Pathlabs |
| • Mahindra Logistics | • Kroll |
| • Skyfin | • Recall Corporation |
| • Wizcraft | • Suntec |
| • Shoppers Stop | • Uflex |
| • Barco | • Anand & Anand |
| • BSES | • Unique Structures Towers Ltd. |
| • ROCSearch | • Indus Valley Partners |
| • Corporate Power Limited | • Shree Group |
| • Jubilant Enpro | • CSC Pvt. Ltd. |
| • JBM Group | • Punj & Loyd |
| • Eli Lilly | • Timpac Healthcare |
| • NXP Semiconductors | • Kochar Infotech |
| • Colorcon | • Aon Hewitt |
| • Hutchison 3 Global Services | • Centum Learning |
| • Moser Baer Projects | • Sterlite Networks |
| • Sonata Software | • GlamIndia |
| • ANZ Support Services | • ATC India Tower Corporation |
| • BSES Reliance | • Solutions Enterprise Pvt. Ltd. |
| • Piramal Healthcare | • TATA Motors Finance Ltd. |
| • Eicher Volvo | • Morning Star |
| • LG Soft India | • MB Informatics Pvt. Ltd. |
| • Blackberrys | • HCL Technologies |
| • Siemens | • Vedanta |
| • Green Power International | • Arthur J Gallagher & Co. |
| • Roc Search | • Titan Industries |
| • Jubilant Enpro | • Omega Healthcare |
| • Tower Vision | • Philips Carbon Black Limited |
| • Abhijeet Group | • Accenture |
| • XL Healthcare | • Embee Software Pvt. Ltd. |
| • Chinatrust Commercial Bank | • Keyline IT Solutions Pvt. Ltd. |
| • Amway | • Aditya Birla Group |

- Acquisory India Consulting
- Schenker India
- Melstar Information Technologies
- Syncada LLC
- TOTO India Industries
- Tula's
- Rothe Erde India Pvt. Ltd.
- ETG Corporation
- Medica Synergie
- Bry Air Asia Ltd.
- Sterlite Grid Ltd.
- Ansaldo STS
- Reliance Trend
- Ilantus Technologies
- Bharti Axa
- Intergold Gems Pvt. Ltd.
- Sterlite Networks
- VVF India Ltd.
- Veolia India
- Walt Disney Company
- Kohinoor Hospital
- Indus Valley Partners
- Giesecke & Devrient India Pvt. Ltd.
- Steria India Ltd.
- Sapient
- Rodic Consultants
- Bengal Aerotropolis Projects Ltd.
- Srei Infrastructure Finance Limited
- Techshu Consultancy Pvt. Ltd.
- Quaker Chemicals
- Tata Interactive Systems
- EMT Megatherm
- Dream Bake Pvt. Ltd.
- Sandisk
- AWPL
- Infinity Knowledge Ventures
- Quaker Chemicals
- IRCTC
- Wacker Metroark Chemicals
- Crescent Foundry
- Lexmark
- Infogain
- TI Infotech
- HCL Technologies
- Homeshop 18
- Ruchi Soya Industries
- Cyient Engineering
- ADOR Welding (Advani-Oerlikon)
- Bureau Veritas
- Soujanya Color Pvt. Ltd.
- IMAPG Pvt.
- B S Ship Management
- Radhakrishna Foodland Pvt. Ltd.
- Siro Clin Pharm
- Indian School of Business
- Optimize IT Systems Pvt. Ltd.
- Ahuja Constructions
- Emirates Advanced Investment Group
- Transcarb Energy Pvt. Ltd.
- Intergold Gems Pvt. Ltd.
- IOTAP
- Nangloi Water Services
- Sentiss Pharma
- Bureau Veritas
- MSD Welcome Trust
- John Snow
- Keihin FIE Pvt. Ltd.
- Jubilant Chemsys
- Elcomponics Sales Pvt. Ltd.
- Hero Motocop Ltd.
- Formula Corporate Solutions Pvt. Ltd.
- JSW Energy Limited
- VFS Global
- Cargill
- Viacom18
- GSE & C
- Prince Pipes & Fittings Pvt. Ltd.
- Centrum Capital
- Jayshree Textiles Aditya Birla Nuvo
- MPS Retail & Fast Food Pvt. Ltd.
- Paharpur Cooling Towers
- MCC PTA India Corporation Pvt. Ltd.
- Tata Housing Development Corporation
- Borouge India Pvt. Ltd.
- Fountainhead Entertainment Pvt. Ltd.
- Fedex Express
- USV Limited
- NISA Solutions Pvt. Ltd.
- Puranik Builders
- Salient Business Solutions Limited
- Infogain
- Perfetti
- Beam Suntory
- Annik Technology Services
- Mercer
- Fedex
- Cap Gemini
- Torero Corporation Pvt. Ltd.
- Thiess Minecs India Pvt. Ltd.
- Exide Industries Ltd.
- Carlsberg India Pvt. Ltd.
- Shapoorji Palanji & Co. Ltd.
- Karle Infra
- Honeywell
- Elemental Fixture
- Benzy Infotech
- Standard Alloys
- Deutsche Bank

- Raymonds Limited
- Acclaris Business Solutions Pvt. Ltd.
- SKS Microfinance Limited
- HSIS Pvt. Ltd.
- Airtel
- Reliance Communications
- com
- AG & Associates Legal Services
- Barco
- Dimension Data
- Ikanos
- Skypak
- Wipro
- Cap Gemini
- Virgo Engineers
- Cosma International
- Markets & Markets
- Infosys
- Uni Klinger
- AFM
- Malaka Spice
- Kingfisher Airlines
- Prime Orchids
- SM Netserv Technologies
- Tata Consultancy Services
- 42hertz INC
- Sigma Aldrich
- Amdipharm Mercury Services Pvt. Ltd.
- Nath Bio-Genes (I) Ltd.
- KonnectHR
- The Ascott Limited
- Trigyn Technologies Ltd.
- Sakal Media Group
- Flight Network.com
- Tech Mahindra
- Avalara
- Cartel Logistics
- NIBM
- Defence Security Corp.
- Avantha Business Solutions Ltd.
- NEC Technologies
- PCI India
- Yash Technologies
- ZTE Telecom

Thank You

MERITT LEARNING CENTER

[Training Division]

Meritt HR Consultants Pvt. Ltd.

Corporate Office: A-16, Qutub Institutional Area, Aruna Asaf Ali Marg, New Delhi - 110067, India.

Landline: 011-4181-4917 (24 Hours)

Mobile: +91-7428466822

E-mail: training@merittconsultants.com; meritttrainings@gmail.com

Website: www.merittconsultants.com

CONSULTING & SERVICES | LEARNING & CAPABILITY DEVELOPMENT | PRODUCTS & TOOLS |
HR OUTSOURCING

 Consider the environment. Please don't print this e-mail unless you really need to.

“Helping Enterprises Link their People, Pay and Performance”

XPERIENCE THE MERITT DIFFERENCE IN VALUE!

NEW DELHI | MUMBAI | BANGALORE | KOLKATA | PUNE | HYDERABAD | CHENNAI | AHMEDABAD

10th Year | 8 Locations in India, UAE, Singapore, Malaysia, Bangladesh | 2000+ HR Professionals
Trained | 1000+ Companies | 200+ Training Programs Completed