

Raghuram P

Know your Facilitator!

Raghuraman P blends science with the art of selling. After working for more than two decades in various leadership roles, running large businesses and teams, he ventured into full-time sales training and sales process consulting in 2012. Over the last decade, he and his team have trained more than 30,000 salespeople across industries – selling products, services and solutions to enterprises, public sector, large corporate, mid-markets, SMB clients – and got them as pumped-up about the field as he is. His book “DNA of a Champion Salesperson,” which he co-authored, is a must-read book for every B2B salesperson.

He also consults start-ups and SMEs on setting up, managing, monitoring and scaling up their sales processes, from lead generation to post-sales CRM. He is also a frequently invited speaker for guest lectures and keynote addresses to leading corporates and B-Schools.



Spotlight Areas:

A few themes Raghuram P touches upon include:

- ▶ End-to-end professional selling skills
- ▶ Large/key account management
- ▶ Solution selling
- ▶ Commercial channel management
- ▶ Proactive negotiation techniques
- ▶ Closing skills
- ▶ Product management & pricing
- ▶ Leading and managing sales teams
- ▶ Comprehensive retail selling skills
- ▶ Retail account management
- ▶ Upselling & cross-selling



Time limit
60-90 minutes



Group size
15-500



Customization
Available

Is this Masterclass right for my team?

Is your sales team passionate about selling? If not, an interaction with a passionate sales professional with decades of leadership and sales management experience will do them wonders. A masterclass session with Raghuraman P will uplift every single salesperson in your team.