



Strong communication skills, the ability to speak in plain English, building positive relationships with stakeholders, and showing inspiring leadership qualities - typically called "soft skills" - are becoming increasingly essential for engineering and manufacturing professionals.

Soft skills are all those personal attributes that sit outside of your professional qualifications and work experience. They refer to how you interact, lead and communicate with other people, and they're an essential foundation for any successful career.

For a successful career or a productive team or effective sales pitch you should connect with our experienced trainers.

Put your training requirements on [rocky@suvenconsultants.com](mailto:rocky@suvenconsultants.com)

**We promise a customized training Solution !!**



## Sales and Behavioral : Training Programs

Customers find our programs highly attractive for their very reasonable pricing, great value for money and assured return on investment.

Our experienced trainers are hands on practitioner with **8+** years of industry experience.

Mail to [rocky@suenconsultants.com](mailto:rocky@suenconsultants.com) for a customized proposal.



## For Junior to Mid level Managers

- Sales Lead Generation Training
- Sales Negotiation Training
- Consultative Sales Training
- Communication Sales Training
- Customer Service Sales Training
- Direct Sales Training
- Sales Presentation
- Sales Manager Training

## Sector Specific :

- Financial Sales Training
- Pharmaceutical Sales Strategy
- Health Insurance Sales
- Technology Sales Training
- IT Sales Training
- New Home Sales Training
- Telemarketing Sales Training
- Online Sales Training

## For Mid to Higher level Managers

- Corporate Team Sells Strategy
- Sales Leadership Training
- Sales Motivation Program
- Sales Promotion Strategy
- Workplace Motivation

## Behavioral Trainings

- ✓ Team Building and Teamwork
- ✓ Leadership Development
- ✓ Personal Effectiveness
- ✓ Employee Engagement and Motivation
- ✓ Change Management
- ✓ Inter-personal Communication
- ✓ Conflict Management
- ✓ Cross Functional Collaboration, Silos
- ✓ Raising EQ Skills (Emotional Intelligence)
- ✓ Time Management
- ✓ Decision Making
- ✓ Analytical Skills and Problem Solving
- ✓ Individual Goal Setting & Achievement
- ✓ Aligning to Organization's Big Picture
- ✓ Bridging Execution Gap



We are best at **Customized Life-Skills Training** focusing on

- ✓ Goal Settings
- ✓ Active Learning
- ✓ Critical Thinking
- ✓ Communications
- ✓ Interpersonal Skills
- ✓ Interview Based Skills
- ✓ Organizational Thinking
- ✓ Better Time Management

Conducted successfully many work place decorum sessions like

- Career Assessment Training**
- Dressing** for Success Sessions
- Mentoring** Individuals on entering or re-entering of work force
- Mentoring on Campus placements assistance**

**Outcomes**

- Achieved Client / Program objectives.
- Managed rapport with Departments and Clients.
- Reviewed and Developed action plans for all sessions.
- Trained , Co-ordinated and managed team members and audience as assigned.
- Created and Followed Training Calendars for Weekly lesson plans and Evaluation.
- Updating supporting Documents and training materials across service courses.

**Mr. K Nagarajan – GM – B2X Solutions Mumbai**

*“Excellent introduction, raised awareness, and I can see the potential advantages in pursuing the Skill based approach in our collaborative relationships. Exercises good for sharing learning & experiences. Met all of my objectives.”*



# Lenovo

**Mr. Hiren Shimpi – Head Sales West – Lenovo India**

*“I have previously attended the Soft Skills sessions and since implemented a program path for my place of work. I have found the TEAM MANAGEMENT and RESOURCE HANDLING sessions really beneficial at this stage of our customer base knowledge. The topics made more sense and I can put it into context and practice. The trainer was excellent; he is so captivating and keeps you engaged throughout making it a really enjoyable experience plus all the delegates were great and participated really well. Thank you!”*

**Ms. Ruchi Arora – Senior Manager HR – Maple Technologies**

*Suven Consultants contacted me prior to the course to discuss our requirements. The course delivered was exactly what we needed and more. The trainer was very attentive and ensured we understood every aspect, providing examples to reinforce the training. An excellent course delivered by a super and professional trainer. Thank you.”*





Connect with me on [rocky@suvenconsultants.com](mailto:rocky@suvenconsultants.com) for your Sales and/or Behavioral training programs. We will work together to accomplish your goals.