



Programme on
Be A Sales Champion

Friday, May 3, 2019 - 9.30 a.m. to 5.00 p.m.

Venue: Torrent-AMA Management Centre, Core-AMA Management House,
 AMA Complex, ATIRA Campus, Ahmedabad

Selling is an art form of the most elaborate kind and it requires professional drive, passionate persistence, and positive dedication to craft the skill. I truly believe in my heart that success does not come to you, you must go to it. The path is well - travelled, but we must take the appropriate steps that will take us where we need — and want — to be. Today's salesperson must capture the drive to succeed and work hard to rise to the top of their profession

Programme Contents

- New Sales Management parameters
- Process of Change
- Focus
- Mindsets for Sales Success
- Thinking out of the box
- Sales philosophy
 - Basic understanding of Sales
 - Sales Myths
 - Sales in Nutshell
- 11 Mantras for a Sales Champion

By the end of this program, Sales people will start to re-think about their normal way of working and they will find new insight to excel themselves and to become contributors in organization growth.

Faculty : Mr. Vinod Joshi, Business Coach, Sixth Sense Management Consultancy

Fee : Rs.1600/- per participant including GST. Concession for Members 10%, Patron Members 20%. Fee includes course fee, cost of reading material, lunch & refreshment. Cheque should be drawn in favour of "Ahmedabad Management Association".

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May 3, 2019

Registration Form:

Please fill-in and return this form along with participation fee to :

Ahmedabad Management Association, AMA Complex, Ahmedabad 380015.

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Website: www.amaindia.org • **Android Mobile App:** AMA-Ahmedabad amaIndia.org

Name(s)	Position
1.	
2.	
Organisation:	
GST No.:	AMA GST No.: 24AAATA 5881D1Z0
Address:	
Telephone(s):	Mobile:
E-mail: <input type="text"/>	