



UMMEAIMAN ANSARI

I am an Award Winning Sales Coach and Motivational Trainer with Skills, Experience and Passion for sharing my Knowledge through Engaging People by Transforming their lives for the better.

CERTIFICATIONS

- Persuasive Inquiry Sales Trainer By Neil Rackham
- NLP(Neuro linguistic Programme Practitioner
- ATD (Association for Talent Development)
- Small Scale Business module
- Social Media Marketting
- ITAC NSDC (persuasion)
- Coach To Fortune

CORE SKILLS

- Great Storytelling Skills
- Presenting and GroomingSkills
- Negotiations Skills
- Customer Satisfaction & Operations Skills
- Critical Thinking Skill
- SPIN Selling
- Persuasive Communication
- Strategic Planning
- Dealer development Networking
- Training and Coaching
- Business Development
- Social Media Marketting
- Client Relationship Management
- Inventory and logistic
- Collabarations

Challenges are what make life interesting; overcoming them is what makes life meaningful.I go by this credo.In fact,it is this idiosyncrasy that defines me,a Certified Trainer and Coach based out of Pune.I have been in several challenging roles thinking like an entrepreneur,planning like a strategist and managing like a passionate proprietor.This keeps me motivated to move forward helping myself evolve into a better person and professional.

A result-oriented and highly Effective Coach,I have an enviable trackrecord on empowering organisations and individuals to influence change, make an impact,and inspire actions to achieve career and life changing results beyond expectations.

A certified ATD (Association for Talent Development) trainer and coach,I put into use NLP Methodology in coaching and training and make effective use of ADDIE Modules (Analysis, Design, Development, Implementation and Evaluation). Knowledge Skill Attitude method.Additional certifications by Neil Rackham on Persuasive Inquiry 2.0 and Spin Selling,I am a NLP (Neuro Linguistic Programme) practitioner which also helps me to stand in good stead in a highly demanding work environment.

I have been trained in various Programmes by Franklin covey, Dale Carnegie and Mind Valley.

As powerful and convincing speaker, I have Spoken and Trained people on a variety of topics like,

- Gap analysis in organisations especially in Manufacturing Sectors
- Women Leadership
- Successful people in life and work
- Unleashing the Power of Law of Attraction
- Subconscious Awakening
- Employee Productivity, Retention and Motivation
- Emotional Intelligence
- Empathetic Leadership
- Effective Habits and Rituals
- Personality Development
- The New Normal in a Post Covid World
- Survive & Thrive in VUCA
- Power Dressing & Grooming at Work

Topics on Communication:

- The 11 Cats
- Persuasion
- Buyer Roles and Planning
- Goal Setting
- Nutrition
- Coaching and Counselling, just to mention a few.

I have been associated with the Manufacturing sector for more than 8 years now,I am working with brands like Atlas Copco, Bharat Forge,Essar Steel,General Motors,Tata Motors,PepsiCo, Tetra Pack, Bridgestone, Bajaj Auto to name a few companies as a visiting Faculty and Trainer.

I have trained more than 1000+ Professional in various Channel partner Customers on various Technical and Soft Skills Topics and personal Development

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TECHNICAL TRAINING



SALES TRAINING



LEADERSHIP MANAGEMENT



WOMEN'S DEVELOPMENT TRAINING

