



BEING SALES: A NEW PARADIGM

A three-day special event designed for executives, business owners and organizational leaders to create a new paradigm for sales performance.

Sales is one of the most critical functions in every organization.

Without sales, there will be no customers, no opportunity for growth, and eventually, the organization will cease to exist. Hence, it would be urgent to look at whether or not your sales function is relevant to and consistent with the current world in which organizations and businesses are operating.

If you stop to think about it, we all are always selling something to someone. CEOs are selling ideas to the Board of Directors, management is selling budget numbers to their executives, supervisors are selling the way to work or not work to their staff, employees are selling products and services to customers, and customers to their customers, parents to their children, and so on and so forth!

Most of us relate to sales as something that we do, like a set of activities which when done well, ensures sales. Our entire focus is on doing sales. This three-day event is the opportunity to design and cause a new paradigm for sales - looking beyond doing sales, and transforming yourself into "Being Sales".

To register, please contact:

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Vanto Group is a boutique global management consulting firm distinguished by our innovative consulting approach and by our successful 25+ year track record of helping our clients achieve breakthrough results.

DECEMBER 22, 23, & 24, 2021
9:00 A.M. – 6:00 P.M.

Location:

Virtual – Zoom Video Conference

Tuition:

₹ 1.5 lakhs per person (taxes additional)

Group discounts are available

Seating is limited

Early registration is recommended

Registrations closes on December 18, 2021

"Vanto Group's involvement has provided tremendous insights on making inter- functional teams work effectively as well as developing future leaders who could lead the company into the next decade."

Amit Syngle
CEO & MD
Asian Paints Limited



"In the last ten years, our business has multiplied seven times in terms of absolute numbers. From being a B2B company, we are now poised to reach the consumer directly to provide quality and affordable nutrition."

Suresh Rayudu Chitturi
Vice Chairman and MD
Srinivasa Farms Ltd.



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In the process of discovering this new paradigm, you will gain direct access to:

- Moving beyond hidden assumptions that block actions and breakthrough sales
- Having the sales function in your organization consistent to the current paradigm in which the world is operating
- Creating a new relationship to sales and selling, which gives power to you and your organization in fulfilling the vision of your organization
- Producing unprecedented sales given by the new found power and freedom in the world of Being Sales

“During our seven-year engagement with Vanto Group, we have expanded our business many folds and opened all over India and overseas.”

Anu Manglani
Founder
Meena Bazaar

Meena Bazaar

“We were able to become world class in many areas of Big Data Analytics. Our products and services are being rapidly adopted by biggest Fortune 100 companies of the world.”

Praveen Kankariya
Founder & Chief Executive Officer
Impetus Technologies, Inc.

IMPETUS

EVENT LEADER



Nirav Vyas
Senior Consultant
Vanto Group

As a Vanto Group Senior Consultant, Nirav Vyas provides individual and group consulting to expand leadership capability and orienting people to fulfill their vision inside the broader organizational vision. Nirav also designs and delivers long-term breakthrough initiatives and serves as a part of Vanto's global Research & Development team. Under his guidance, organizations have achieved unprecedented business results in remarkably short periods of time.

Prior to joining Vanto Group, Nirav served as a scientist for a premium R & D organization, Indian Space Research Organization (ISRO), for over 13 years. He also served as Vice President for an Indian IT firm specializing in e-commerce, web development and online marketing.

He holds a Bachelor's degree in Mechanical Engineering and an MBA in Human Resource Management as well as a post-graduate diploma in Operations Management.