

Empower Your Team with Enhanced Negotiation Skills through Groval Euler's Specialized Training Program

Groval Euler's Consulting is a leading sales coaching and training solutions provider, committed to empowering professionals and organisations to achieve success through enhanced negotiation skills and revenue generation strategies.



Bengaluru, Karnataka Dec 20, 2023 (IssueWire.com) - Groval Euler's Consulting Unveils Comprehensive Negotiation Skills Training Program Led by Renowned Business Coach Dinkar Rao

Groval Euler's Consulting, a leading provider of sales coaching and training solutions, is thrilled to announce the launch of its highly anticipated "Negotiation Skills Training" program. This structured and dynamic initiative, led by seasoned business coach Dinkar Rao, empowers professionals at all levels with the knowledge and skills necessary to excel in negotiations and drive revenue generation.

Program Overview:

Groval Euler's Negotiation Skills Training takes a structured approach to negotiation, guiding participants through critical stages, including preparation, discussion, goal clarification, achieving win-win outcomes, agreement, implementation, sustaining relationships, and more. The program introduces "Groval Euler's - Enablers For Revenue Generation," providing customised sales coaching and training on building negotiation capabilities.

Key Features and Benefits:

- Tools and approaches to win deals with better margins.
- Building behaviours to sell the value of products and services.
- Strategies, tactics, and counter-tactics for obtaining premiums for quality.
- Structured approach to building a win-win negotiation culture.
- Aligning the entire sales team to build discipline in negotiations.
- Building bridges gracefully.

Objectives:

Participants will gain the knowledge and skills needed for effective negotiations, achieving mutually beneficial outcomes, and building strong relationships. The program enhances conflict management, pressure handling, and problem-solving abilities, increasing success and satisfaction.

Target Audience:

The program is tailored for a diverse audience, including Area Sales Heads, Regional Managers, Country Managers, Managing Directors, Board Members, First-Time Managers, Frontline Salespeople, Functional Heads, and HR Heads.

Instructors/Trainers:

Dinkar Rao, the lead trainer, brings a wealth of experience, having supported the goals of over 12,000 professionals across various organisations. His expertise in strategic initiatives for long-term sales organisation development and coaching for more than 300 companies adds immense value to the training.

Program Highlights:

Previous participants have praised the program's ability to evaluate strengths and areas of improvement, providing crucial insights for career growth. Testimonials highlight Dinkar Rao's professional competence and his inspirational approach to imparting wisdom.

"The complete program was run well, evaluating each sales colleague. Improvement areas are crucial for their career growth and the organisation. Thank you." - General Manager, Electrical Engineering Company (A Large European MNC)

"Thank you for a great couple of days. You're a true inspiration, not only through your professional competence but also on a personal level. I am grateful for your wisdom." - Director, Large MNC, European Consulting Company.

"Thank you for providing a larger perspective for demonstrating our value proposition. Happy to work on these lines going forward." - Sr. Director & Strategy and Growth.

Interested individuals can register for the program through the website: [Registration Link](#).

Media Contact

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Source : Groval Euler's Consulting

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