

PROFILE

DR. SHANKAR S

Doctorate in Sales Management

Business Acceleration Coach

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BTech / Univ of Madras || MTech / IIT Madras

PG Dip in Marketing Management / Univ of Madras

MBA & Doctorate in Sales Management / IBMS Mumbai

PG Dip in Guidance and Counseling

Certified Master Practitioner in Neuro Linguistic Programming / NFNLP (USA)

Certified Silva Graduate / Silva Inc (USA)

TA Practitioner, Reiki Master Practitioner

Founder-President / Trainers Circle (India)

Life Member / Indian Society for Training & Development

Council Member for Consulting / Gerson Lehman Group

Empanelled Executive Coach / Lee Hecht Harrison / Daimler Benz

Director Youth Services / Rotary Club of Madras Cosmos

Has more than 36years of Sales and Marketing experience, heading senior executive positions for decades in Yokogawa, Tata Honeywell (12years exposure including one year International Sales posted @ Japan) and Ramco (where he was Vice Pres - Sales & Marketing)

Was for five years a part of Sweden-based Mercuri International at Chennai which had only a residential representative for Sales training and he set up its Chennai Office

He is the only Trainer in the country who is an IITian who has obtained degrees / certifications in Psychology and who can conduct training programs on Skills / Behaviour / Process in English / Hindi / Tamil

He has conducted numerous training-workshops on Sales / Biz Dev / Leadership skills for various corporates such as Tata Motors, Taj Group, Sanmar Group, Murugappa Group, Elgi Group, Rane Group, TVS Group, Ramco Group, TAFE, LMW, MAN Group, Schwing Stetter, Heidelberg, Caterpillar, Toyota, Vestas, Vodafone, Croda Chemicals, Schneider, Honeywell, Yokogawa, Essae, Precia Molen, Preipolar, Daimler Benz, Ashok Leyland, MRF, Bosch, Alfa Steel, Testo India, Microsoft, Cognizant, Keane, Motorola, HP, Naukri, NIIT, Autodesk, KKM Soft, E-merge Global, Zebu Securities, Star Health ...

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