

“Don't be a Seller...
be a *Best* Seller”



Profile: Puja Dusad

“Due to her extensive career in sales, Puja brings real life experience to her training sessions, ensuring that learning is relevant and can be put into practice immediately, providing a strong ROI for both delegates and their company”

Qualifications and experience

Puja has a wealth of knowledge in the B2B sales market, having worked with blue chip clients such as Yell, British Telecom and Sthree. Prior to moving into training, Puja enjoyed a distinguished sales career, never missing a sales target, and consistently being amongst the top 3 sales people within her company.

A CIPD qualified trainer, Puja is also an NLP practitioner and Certified Coach, and she includes elements of both NLP and one-to-one coaching in her training sessions.

She has developed and deployed structured sales and sales management courses within the Media, Telecoms and Recruitment sectors. In addition to this, she also has extensive experience in the implementation of long term sales development programmes.

Her training style is dynamic, supportive and approachable, and she makes it her number one priority to ensure that delegates attending her courses leave feeling confident and empowered!

Clients worked with include:

- ✦ BT
- ✦ Sthree
- ✦ ntl: Telewest
- ✦ Travelex
- ✦ Truphone
- ✦ Skandia

Industries worked within include:

- ✦ Telecoms
- ✦ Media Sales
- ✦ Recruitment
- ✦ Finance

Key areas of expertise:

- ✦ Fundamentals of Selling
- ✦ Professional Selling Skills
- ✦ 1-2-1 Performance Coaching
- ✦ Company Vision Days
- ✦ NLP in Sales
- ✦ Account Management
- ✦ High Impact Presenting
- ✦ Train the Trainer

