

PRESENTS SELLING WITH PASSION



Background:

National Banking Institute Ltd (NBI) is a national level apex banking & finance academy. The banking industry in Nepal is almost eight decades old. In the eight decades, this industry has flourished and grown multifold, from pen and paper banking in 1937 to digital banking solutions of today, this industry has been constantly evolving. Driving this evolution have been the staff in these banks who have supported every change through the years. One of the key skills for any banking industry member to have is **SELLING**.

Selling is transferring the **PASSION** and the **EXPERTISE** into the heart and the mind of the prospective customer. It is within our realm to look at targets as opportunities and not as challenges. Every day is a new start with new opportunities.

To embark on the journey of enhancing the scope of business The Redwood Edge proposes the ***Selling with Passion*** program. The Primary Objective of the session is to provide an intervention that creates a **BRIDGE**, from where we are to where we want to be. It is an opportunity to create new waves within the business and Harmonize the sales moment of Truth that **WE MAKE THE DIFFERENCE**.

Date: 7th September, 2018
Time: 9:00am to 1:00pm
Venue: Hotel De'l Annapurna, Kathmandu.

Program Objectives

- Connect with inner self to perform better
- Understand various aspects of the Sales Framework

Enable Self

- Discover the Passion within
- Create your own Brand

Empower Sales

- The Sales Framework with emphasis on opening the call
- Objection Handling
- Selling the services
- Techniques to increase Sales (Up selling and Cross selling)

Note:- To reinforce the learning's and implementation, the session will also comprise of activities, exercises, customized videos, and anecdotes.

NATIONAL BANKING INSTITUTE LTD.

Central Plaza, 6th Floor, Narayanchour, Naxal, Kathmandu, Nepal.
T : 977-1-4415903/905, 4436001 • F: 977-1-4441351

Prakash Rohera, a highly accomplished and renowned International Trainer and Speaker has an extensive work experience of 30 years. He carries a wide ranging experience of 11 years, with HCL Limited, Citibank NA, Bank of America and 16 years into Corporate Training to serve as a trainer. His contribution in enriching people's experiences is supported in trainings with Recent Global Examples and Practical takeaways. What began with a desire to train, led to the establishment of "The Redwood Edge – Corporate Training Consultancy" in 1997. Having shouldered responsibilities from front line sales to business management and human resources, he brings a wealth of corporate experience which reinforces his skills to impact and connect with the audiences. Having shouldered responsibilities from front line sales to business management and human resources, he brings a wealth of corporate experience which reinforces his skills to impact and connect with the audiences. Prakash has above 1,30,000 participants across all levels starting from Front Line to Senior Management and over 2600 Workshops in more than 25 countries like Australia, Bangladesh, Bahrain, China, Germany, Indonesia, Kenya, Malaysia, Nepal, Philippines, Sri Lanka, Singapore, Taiwan, Turkey USA, UK, UAE, Vietnam etc. Prakash holds a Bachelors of Science degree from Hindu College, Delhi University, following which he went on to pursue his MBA in Marketing, from the esteemed Symbiosis Institute of Business Management (SIBM).



Prakash has gained tremendous respect and appreciation through his various workshops on:

- ***Leadership and Management***
- ***Leader as a Story Teller***
- ***Presentation Skills***
- ***Motivation***
- ***Team Building***
- ***Strategic Networking and Thinking***
- ***Sales, Marketing and Customer Service***
- ***One-on-One Coaching***
- ***Train the Trainer & Presentation Skills***
- ***Speech Consultant for Corporate Leaders***

He has also featured in prominent publications across the world such as, The Times of India, Business India, the Hindu Business Line, Indian Express, DNA, Outlook, The Indian Express to name a few. His efforts and excellence has been acknowledged and awarded at various dignified platforms and forums. Amongst various recognitions and awards are the Rajiv Gandhi Shiromani Award, International Achiever's Award, GE Award, and Shiksha Bharti Puraskar.

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