

Sales Bootcamp

Who is the Expert Speaker?

Ritam Bhatnagar was 21 when he founded the India Film Project. At 23, he closed his first 3 year sponsorship deal with a national brand. At 24, he got incubated at IIM Ahmedabad. By 30, he had worked with over 100+ national and international brands and generated sales running into multi crores for IFP. How did he do that? He put all my energy as a founder in doing sales - 10 hours a day, 365 days a year. He was taught about Sales in his MBA and guess what? None of it helped him when he was building his startup. He learnt it all with failed deals, over-commitments gone wrong, win-lose negotiations, communicating poorly and inefficient sales process in his early days as well as reading tens of books, watching tons of videos and trying hundreds of tools - that helped him build his own processes which he'll be sharing in the bootcamp.

What is the bootcamp about?

A 2-day hands-on experience to:

- Learn the power of sales to multiply your revenue in 2-days.
- Learn tricks and proven sales processes
- Learn how the expert closed over 300+ sales deals worth over 50 crores annually at his own company 'IFP'.

What you'll learn at this bootcamp?

- Re-imagining sales and figuring if you are doing it right
- Creating the sales mindset and adopting it to multiple revenue
- Creating an exceptional process to generate continuous leads
- Creating sales decks and videos that build genuine interests
- Cracking the decision maker and negotiating like a pro
- Crafting the brand story and reworking your sales comm
- Adopting tools that do sales magic
- Selling in times of Covid and building a dependable team

Who should attend this bootcamp?

- **Startup Founder:** Learn to sell to your clients & investors and validate your sales process
- **Freelancer:** Learn to monetize your skills, and build dependable sales processes.
- **Sales & BD Teams:** Validate your sales process, optimize your funnel and find solutions to your probs!
- **Agency Teams:** Learn how to generate business continuously using advanced tools.
- **Corporate Teams:** Recognise your sales hiccups to understand your business better
- **Professionals:** Stand out from competition by getting newer clients regularly.
- **NGOs:** Reach to right audiences and donors through targeted sales campaigns.

What is the outcome?

- **4.89/5:** Average participant rating
- **53,000** leads generated by participants after bootcamp
- **100+** self tried and proven sales tips and tricks
- **300+** have already attended the bootcamp

Book-A-Seat: <https://forms.gle/Lug6AS5pEQ9fL2qe8>

