# **RAMPRADEEP S**

#### **EXPERIENCE SUMMARY**

- Over 14 Years in strategic selling, product marketing and sales training.
- Leading the end to end sales cycle from prospecting, solution design, deal closure and customer relationship management.
- Conducting training programs to build high performance sales teams (agents and managers);
   Designing and delivering comprehensive training modules to build skills for
  - Prospecting Cold Calling, Asking Questions and Customer Need Assessment, Email and Phone Etiquette
  - Sales Presentation Presentation Skills, Product Knowledge, Negotiation Skills, Executive Presence
  - Deal Closure Documentation, Thank-you Letters, Follow-up Interviews
  - Team Building Conflict Resolution, Positive Thinking, Motivation And Leadership
- Creating content for training programs levering various audio visual media viz. presentations, animations, videos and other tools/technologies. Content designed with activities and case studies to increase effectiveness of training. Commended for training with passion and patience, engaging audience with humor, anecdotes, real-life examples and practical application of concepts.
- Conducting comprehensive 'Training Need Analysis'; expert level skills in researching, documenting and creating customized content catering to the needs of a specific training group and meeting the overall objectives of the program.

#### **EXPERIENCE DETAILS**

### TMI e2E Academy Pvt Ltd. - Free lance Trainer Nov 2011-Till Date

- Conducting behavioral and soft skills training programs.
- Sales and skill training programs conducted for Axis Bank Employees
- Conducting Induction training program for Axis Bank Employees.

#### **NEXT** - Free lance trainer, Nov 2010-Till Date

- Conducting behavioral and soft skills training programs.
- Soft skill training programs conducted for Karnataka State Reserve Police.

## MAX NEW YORK LIFE INSURANCE - Manager Training, May 2007- Sep 2010

- Successfully trained 57 batches of candidates for IRDA examination with a pass rate of 96.4%
- Guided two agents to qualify for MDRT

- Awarded the "Dronacharya Annual Award" for best Trainer Pan India.
- Amongst the top 40 trainers across India in Product test.

### INDIAINFOLINE LIMITED - Territory Manager-Vijayawada, July 2006-May 2007

- Driving sales of various financial products through the branch network of the organization.
- Setup 10 branches from scratch in a short duration of 2 months with a manpower of 100 plus.
- Sales, product training for all sales executives and branch managers.
- Achieved the highest sales in the region for 2 consecutive quarters.

# LIC OF INDIA - Independent Career Agent, Sep 1998-June 2006

- Built a client base of 500 clients, designed and developed a unique model of need based selling and meeting on-going service needs.
- Ranked All India topper in Insurance salesmanship awarded by Insurance Institute of India in the year 1999.
- Hold certification of C.I.S. and Licentiate examination held by Insurance Institute of India.

# UCB PHARMA - Medical Sales Representative, July 1997-Aug 1998

- Designing and implementing strategies to meet the sales targets for the territory
- Coordinating with doctors, stockists and retailers.

#### **EDUCATION**

- Bachelor of Science- Microbiology from Government Arts and Science College, Bangalore-1997
- PUC from BNES college, Bangalore in 1993
- Class X from Air force School, Bangalore in 1991

## **PERSONAL**

- Marital status: Married
- Date of birth: 08 March 1976
- Languages known- English, Hindi, Kannada, Telugu

### **CONTACT DETAILS**

Phone: 91-9880027836 /080-28381729

Email: <u>rampradeep8@yahoo.com/ rampradeep8@yahoo.com</u>
Address: 503A, 3<sup>rd</sup> Cross, 2<sup>nd</sup> E Main, Muthyalanagar, Bangalore-54