



UDAYAN SALIM BANERJEE

Senior Sales & Leadership Consultant

Three Decades of Experience in Building Sales & Leadership Capabilities That Transform Performance.

TRANSFORMATIONAL SERIES

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MY CREDENTIALS

- 34 years of experience - 22 years in Training, Facilitation and Coaching, 12 years in Sales
- Former Circle Training Head and National Programme Manager: Reliance Communications Ltd
- NIS Sparta Certified Trainer: Leadership, Consultative Selling, BSEA / SPIN Selling and Soft Skills
- STRENGTHSCAPE Certified DiSC Trainer
- TRACOM Certified Social Styles Trainer
- GOAL® Certified Experiential Learning Trainer (affiliated to IIPE Canada)
- NIS Sparta Certified Performance Coach
- Grow More Coach (ICF affiliated)
- Professional Development: Leadership (FranklinCovey) The 7 Habits of Highly Effective People (FranklinCovey) Results Coach Certification (NLG)

CLIENTELE

- FMCG, FMCD, Manufacturing, BFSI, IT, Automotive, Pharma, Consultancy, Construction, Telecom, Renewable Energy, Engineering, etc.
- HUL, G&B, Emirates NBD (Dubai), HCL Tech., GPI, Adani, AmEx, E&Y, Reliance, Vodaphone, Jagsonpal, Hindware, Shalimar Paints, Sony, Siemens, Thermo Fisher, etc.
- Management & Individual Contributors

FROM MANAGING TO LEADING

- Performance Coaching for Senior Managers
- Leadership for Managers of Managers (Second-Line Managers)
- Leadership for Internal Talent & Home Grown Managers
- Foundation Course for First Time / First-Line Managers
- Supervisory Development Programmes (SDP)
- Leading the Gen Z Workforce
- Leader as Coach
- Experiential Leadership & Team Building Offsites (Outdoor Based Learning)
- Behavioural Assessment (DiSC & Social Styles Framework)
- Soft Skills (Growth Mindset, Thinking Skills, Communication & Presentation, Feedback, Accountability & Ownership, Time Management, Problem Solving & Decision Making, Conflict Management, Strategic Orientation, Creativity & Innovation)

UPGRADING SALES CAPABILITIES

- Consultative Selling - B2C / B2B
- BSEA Selling (SPIN inspired)
- Key Account Management
- Dealer Management
- Sales for Service Engineers
- Sales Negotiation
- CRM - Internal & External
- Stakeholder Management
- Sales Assessments
- Train-The-Sales Trainer (TTT)
- Performance Coaching
- Behavioural Event Interview (BEI)

IMPACT

- 700+ Consultative Selling Workshops
- 400+ Leadership Workshops
- 250+ Supervisory Development Workshops
- 300+ Soft Skills Workshops
- 150+ Experiential Leadership & Team Building Offsites (OBTs)
- 1000+ hrs of Performance Coaching