



Edgeworth  
*Consulting*

People Development Experts

# Edgeworth Consulting - A Snapshot

# Brief Profile



- ▶ Set up in 2012, EWC is a People Development Consulting outfit
- ▶ Our operations are based out of Singapore and India catering to Vietnam, Philippines, Malaysia , Indonesia, Thailand, Bangladesh and China
- ▶ We have recently started delivering in Middle East and North Africa
- ▶ Experience across Industries - FMCG, Insurance, Banking, Non Banking, Credit Ratings, Consulting , Manufacturing, Engineering, IT, Pharmaceutical, Media , Airlines, and Logistics organizations
- ▶ We provide a wide range of blended L&D Solutions

# Provide an EDGE in People Development

## **E**ngage Extensively

- ▶ To understand your business needs
- ▶ Engage with Business & L&D

## **G**enerate value

- ▶ Business Outcomes
- ▶ Enhance productivity
- ▶ ROI

## **D**evelop Interventions

- ▶ Customized to business realities
- ▶ Use blended solutions

## **E**xecute with Excellence

- ▶ Facilitators with 18+ yrs of experience
- ▶ Provide sustenance methodologies /ideas

# Brief Profile

Sales Force Management

Managerial & Leadership Development

Personal Excellence

OD Interventions

Business Simulations

Coaching Consulting

# Sales Force Development

- ▶ EWC Sales interventions are designed to deliver productivity & business outcomes
- ▶ The interventions are infused with the client organization terminology and business
- ▶ The case studies/Role plays are customized to reflect client business realities
- ▶ EWC designs and delivers end to end solutions for Sales force capability building

## EWC Offerings

- ▶ Selling Skills Excellence
- ▶ Relationship Management Excellence
- ▶ Key Account Excellence
- ▶ Sales Management Excellence
- ▶ Sales Coaching Excellence
- ▶ Sales Measurement/Tools
- ▶ Sales Diagnostic & Consulting
- ▶ CRM

# Managerial & Leadership Development

- ▶ Develop roadmaps to ensure Success of newly promoted Managers
- ▶ We partner with organizations to develop / deliver Managerial transition programs
- ▶ Certified to deliver for Partner Organizations
- ▶ We support implementation with Coaching, Training Nudges, Nuggets, E- Learning
- ▶ Programs can be run in various formats aligned to organizational realities and requirements

## EWC Offerings

### Developing Capabilities for successful transitions

- ▶ Individual Contributor to Manager
- ▶ Manager to Manager of Managers
- ▶ Mentoring –first 90 days
- ▶ Coaching

### Leadership Development

# Personal Excellence

- Enhance business understanding
- Create bench mark of personal excellence
- Opens up possibilities



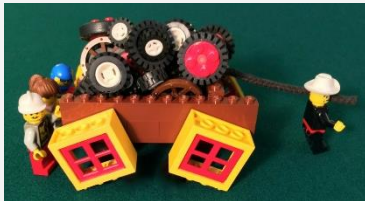
## EWC Offerings

- ▶ High Impact Presentation Skills
- ▶ Finance for Non Finance Managers
- ▶ Negotiation & Influencing Skills
- ▶ Thinking with a Difference
- ▶ Problem Solving & Decision Making
- ▶ Time Management
- ▶ Communication Skills

# Organizational Development

- ▶ Address challenges around dysfunctional teams
- ▶ Facilitate Business alignment meets
- ▶ We facilitate Strategic meets and Change management interventions

Power+Systems



## EWC Offerings

- ▶ Organization Workshop (Barry Oshry)
- ▶ Creating partnership across boundaries
- ▶ MTA Team Building
- ▶ Lost Dutchman's Goldmine
- ▶ Team building Interventions
- ▶ Change Management Interventions



# Business Simulations

- ▶ We represent Business Smart International
- ▶ These business simulations are focused on developing excellence
- ▶ Business Smart has covered participants across 84 geographies
- ▶ Global deployment platform
- ▶ Delivery methods include –online, blended & workshop

## EWC Offerings

- ▶ Strategic Alignment & Business Acumen
- ▶ Leadership
- ▶ Financial Acumen & Performance focus
- ▶ Change Management
- ▶ On boarding
- ▶ Sales
- ▶ Retail Management



# Coaching & Consulting

- ▶ Our certified Coaches cater for requirements at various levels of Leadership
- ▶ We offer Trainer capability development interventions (TTT's)
- ▶ We create/develop L&D strategic blueprints
- ▶ We build learner centric content using Instructional design methodologies

## EWC Offerings

- ▶ Executive Coaching
- ▶ Mentoring
- ▶ Content development
- ▶ Trainer Certifications
- ▶ L&D Consulting

# Our Clients include



LIFE GOALS. DONE.



Bajaj Allianz Life Insurance Co. Ltd.

amdocs



NOMURA



Abbott  
A Promise for Life



CRISIL  
A Standard & Poor's Company

ADITYA BIRLA



INSURANCE BROKERS

KUONI global travel services



RADIANT  
PHARMACEUTICALS



THERMAX  
THERMAX LIMITED



vistaRa  
A TATA SIA JV  
Fly the new feeling

# Founder Profiles



**Sanjay Awale**

- ▶ Career experience of 30 years in Leadership Development, Sales force Development, OD , Coaching & Mentoring
- ▶ Sanjay has worked in leadership positions as VP and Head of Learning & Development in Tata AIG and Birla Sunlife
- ▶ Sanjay is certified in SPIN, Positional Selling , Strategic Selling, Zenger Miller Leadership Development, Essentials of Management Development and Organizational Workshop
- ▶ Sanjay has been delivering programs in Leadership Development , Transition Management, Sales Management ,Business Acumen, Behavioral interventions , Trainer certifications and Outbound interventions
- ▶ Sanjay is certified in Hogan Assessments, DISC , MBTI & FIRO B
- ▶ He has also been trained on the IAC and ICF Coaching framework

# Founder Profiles



**V V Raghavan**

- ▶ Career experience of 20 years in Consulting, Sales Management, Sales Training & Sales Force Development at a Regional & Global level
- ▶ Raghavan has worked in leadership positions as Sales Director for DHL Express, Regional Sales Developmental Manager for Asia , Head of Sales Planning & Development
- ▶ Raghavan has run Master Train the Trainer programs certifying Trainers globally for programs in DHL
- ▶ He has also been delivering Leadership, Strategy , Sales Management, Finance for Non Finance Managers & Business Acumen programs across Asia Pacific countries
- ▶ He has also been trained on the IAC Coaching framework

# EWC Facilitator Pool

- ▶ All our Facilitators have worked in Senior Leadership roles in MNC's of repute
- ▶ Core experience across Industry segments
- ▶ Skilled in Facilitation and Coaching Methodologies
- ▶ Delivered multiple workshops/ interventions
- ▶ Certified in psychometric assessments



# Client Examples



- ▶ Implemented Sales Transformation Program in Asia Pacific region covering multiple countries
- ▶ Developed Sales tracking systems
- ▶ Included – Training, Coaching, Field Support, Analytics



- ▶ Implemented Sales Functional Schools for 4 lines of business
- ▶ Developed Sales coaching tracking system
- ▶ Included – Training, Coaching, Field Support, Analytics



## TATA COMMUNICATIONS

- ▶ Training Sales Team on Key Account Management, Influencing & Negotiation



- ▶ Training for Sales Team from Branch Banking, Lending, Relationship Managers
- ▶ Sales Functional Schools



- ▶ Implemented Sales Effectiveness Program in Asia Pacific region covering multiple countries
- ▶ Included – Training, Coaching, Field Support



- ▶ Sales Process Training
- ▶ Key Account Management
- ▶ New sales engineers sales induction

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