


## **TRAINER PROFILE**

### **Jacob Das**

#### **AREAS OF PROFESSIONAL EXPERTISE IN TRAINING**

	1. Teambuilding
	2. Consultative Sales Training
	3. Sales Development Coaching
	4. Customer Acquisition & Growth
	5. Customer Retention

#### **HIGHLIGHTS OF TRAINER'S PROFILE**

**Jacob Das** is an accomplished sales coach, business leader and a motivational trainer. He comes with over 20 years of professional experience in sales, business operations and training in a Fortune 500 company. He started as a Business Development and moved up the ranks as Director and being part of the Executive Leadership Team.

Some of the highlights of his illustrious career are turning around a loss making branch to profitable within 6 months, revamping the sales process and achieving RM10 million sales in 2011, developing a sales coaching module for the sales team, delivered 10% YOY growth to a RM100 million portfolio, designed & implemented competency based training and trained 300 SLIM graduates.

Jacob comes with unique training delivery and has a knack for keeping the sessions highly interactive, engaging and humorous and sending the trainee's home with tangible outcomes. He's very passionate about teambuilding, sales training, sales coaching and developing people in the area of customer relationship. As the former Sales and Operations Director, Jacob's greatest asset is the ability to understand the challenges faced by Sales and Leadership teams and knows how to connect and break down sales and leadership nuggets in bite size for them to comprehend and implement easily.

-Developed by SkillFocus Consultancy-