

Biography

Amit Dua

New Delhi
Consulting Partner

Overview

For over 18 years Amit Dua has been an avid sales-professional and an entrepreneur. He had an eventful 12 year stint in various sales assignments in office automation, ISP/ Broadband and Telecom industry, before he was bitten by the entrepreneurial bug.

In his 6 years as an entrepreneur, he relished the highs and lows of the business and navigated his venture with passion and precision. He firmly believes that the success of any existing business or a new entrepreneurial venture depends foremost on its detailed sales scenario planning, establishing sensible sales processes and finally on stellar sales execution. He also believes that the traditional selling techniques have to go hand in hand with the modern sales approaches and social selling methods.

As part of his inner call and passion, he wanted to leverage his sales and business experience along with his interpersonal skills, organisational skills and strong decision making skills in the domain of Training and Consultancy. He has successfully transitioned into a Business Consultant, Sales Trainer and Coach.

Experience

Amit has been associated with organisations like Bharti Airtel, Tata Communications, Dishnet DSL, Canon India and Modi Xerox (setia tech). He has successfully handled roles in Territory Sales, Corporate/Enterprise Sales and Channel Management. He has been a top seller and has won many of the internal sales contests in Dishnet, Tata & Airtel.

His company was associated with Bharti Airtel for marketing of their mobility products and services apart from selling various products. His company successfully penetrated BFSI accounts across widespread branches and many inactive accounts. He developed rigorous and effective sales processes and reporting formats which helped him in his venture to track various operational facets closely and promptly.

Presently, Amit is a principal consultant, trainer and coach working in various projects with clients in Publishing, Electricals, Automotive, Telecom and FMCG industries.



Clients

- Macmillan Publishing
- JCB
- Orient

Industry Experience

- Telecom
- BFSI
- PSUs
- Hospitality
- Manufacturing & Distribution (Consumer Durables & FMCGs)
- Construction Equipment
- Automotive

Languages

- English
- Hindi

Education and Certifications

- Master of Business Administration (Marketing & Cross Cultural management)
- Master of Commerce (Marketing & HR)
- Bachelor of Commerce with Honours
- CCA Certified Sales Excellence Coach