



MIHIR KOLTHARKAR

PROVEN 'SUCCESS ENHANCER'

**THOUSANDS HAVE AVAILED THE
BENEFIT - IT'S YOUR TIME!**

**19 YEARS,
9 COUNTRIES,
2000+ SESSIONS**

**CEO & FOUNDER - 24 KARAT TRAINING
GLOBAL AWARD WINNING INTERNATIONAL TRAINER
SALES AND NEGOTIATION TRAINING EXPERT
TEDX SPEAKER (TWICE)
WORLD SME SUMMIT SPEAKER
AUTHOR - DOUBLE YOUR SALES!!**

MIHIR KOLTHARKAR - CEO of 24 Karat Training

Global Training and Development Leadership Award

TEDx Speaker (Twice)

Speaker on 'Sustainable Sales' at SME World Summit

MBA: Corporate Training & Total Quality Management;

NLP Practitioner; ISO 9001, ISO 14001 & Kaizen Professional;

Project Management Professional;

Six Sigma Black Belt Professional; Silver Assessor of EFQM

Author Of 'Double your Sales!!'; Pursuing PhD. In Metaphysics



Mihir Koltharkar is a **highly accomplished** and a renowned International **Corporate Trainer**, Motivational Speaker and Business Coach with a **rich experience** spanning **Nineteen Years**. He has successfully conducted **2000+ sessions in Nine Countries** and helped Hundreds of Organizations and Tens of Thousands of people globally.

Through his **High Quality, High Value** Training and Coaching sessions, he has grown the organizational revenues across different industries of Manufacturing, Hospitality, Airlines, Telecom, Banking, Consulting, Real Estate, Contact Centers, Facilities Management , Retail and many more.

Mihir uses his knowledge, skills and expertise to bring a **desired positive change in a short period**. He is preferred for **Increasing Sales, Improving Customer Service, and Enhancing Leadership**.

TRAINED IN

India



Bahrain



Saudi Arabia



UAE



Sri Lanka



Oman



Qatar



Mauritius



Kenya

SIGNATURE WORKSHOPS



I-M-POSSIBLE Sales

An intensive and engaging workshop guaranteed to boost the performance of your sales team by a minimum of 15%



KAM Unlimited

A workshop designed for new as well as experienced Key Account Managers to shield their Key Accounts from competition, build stronger relationships and maximize revenue



WOW Your Customers

To increase your business, you need more customers and more business from existing customers. This workshop ensures that your employees develop the same mindset !



The Negotiator

Make profitable decisions, know the fundamentals of negotiation and achieve the outcomes that you want ! A highly engaging game-changer !



The Leader In You

Fuel the intrinsic qualities required to be a Leader, practice implementation of the aspects. Be recognized and respected as a True Leader - class apart !



The Super Team

This workshop instills the team spirit and helps the participants develop respect, trust, values, positive attitude and emotional connect with team members.

SIGNATURE WORKSHOPS



The 'innovate' Way

This program delivers a Success Mantra which will empower the participants to constantly upgrade themselves and their ideas for increasing business!



The Ultimate Presenter

Start delivering captivating presentations. Learn how to calm your nerves, eliminate fear, connect with any type of audience and present with style!



Train The Trainer ++

This highly energetic, engaging and practical workshop will transform Trainers into Super-Trainers! This course will take you to another level of Training & Development!



Manage Time & Stress

This workshop will definitely help you to manage time, reduce stress and increase your productivity. Achieve your Personal and Professional Goals!



Extraordinary Manager

Learn what transforms Managers into Extraordinary Managers. Gain the right knowledge, skills and attitude to propel your career forward!



Tele-Skills For Success

Improve your personality over the phone. Be it Service or Sales, Internal Customers or External Customers. Create a Professional Image and a Lasting Impact!

USE OF **ACCELERATED LEARNING TECHNIQUES**

Mihir's sessions are thoroughly engaging as he uses a blend of:

- **Advanced Training Techniques**
- **Self Assessments**
- **Individual Activities**
- **Group Activities**
- **Brain Storming**
- **Group Discussions**
- **Powerful Presentations**
- **NLP Based Learning**

He makes the subject '**come alive**' during the training sessions so that the participants can go back and '**make it real**' in their work environment. This methodology is easily customized to suit the unique needs of each organization.

SOME OF MIHIR'S CLIENTS



MIHIR'S BOOK - **DOUBLE YOUR SALES!!**



Learn the secrets to Supercharge Your Sales Performance

Imagine being able to constantly **exceed** your targets!

Imagine the **reputation boost** in your organization!

Imagine the **perks and incentives** of being a Top Sales Person!

The **Possibilities Are Endless** And Results Are Guaranteed!

SECTORS TRAINED

- ✓ Retail
- ✓ Banking And Finance
- ✓ Manufacturing
- ✓ Real Estate & Construction
- ✓ Telecommunications
- ✓ Healthcare
- ✓ Automotive
- ✓ Oil & Gas
- ✓ Travel And Tourism
- ✓ Hotels and Leisure
- ✓ Information Technology
- ✓ Advertising & Media
- ✓ Facilities Management
- ✓ Sales & Marketing
- ✓ Shipping
- ✓ Education
- ✓ Aviation
- ✓ FMCG
- ✓ Insurance
- ✓ Government



GLIMPSES OF MIHIR'S SESSIONS



THEIR ENERGY SAYS IT ALL!
SUPER HAPPY PARTICIPANTS OF THE
3 DAY I-M-POSSIBLE SALES TRAINING SESSION IN NAIROBI, KENYA



Super Fun – 2 Day Workshop in Dubai
Customer Service Management
Small But Extremely Dynamic Group



**Session on 'Business Principles' for
MBA Students in Dubai**



Learning Is Fun !
Enthusiastic team after a
Sales workshop in
Kingdom of Saudi Arabia



TEAM BUILDING OUTSIDE CLASSROOM





**International Participants Are All Smiles After A Workshop on
'Interviewing Skills – Hiring Right Talent'
The Quote in the Background Reflects my Passion !
I Absolutely Love What I do !**

110+ Excited and Energetic Participants in a 'Sales Blueprint' Session in NASIK





**Super Happy Participants After A
'Key Account Management' Workshop In Dubai**

SAUDI ARABIA



**Learning is an Experience....
Everything else is just Information !**

With proud Learners of "FMCG Selling Skills"



**Engrossed Participants In A
Thought Provoking Discussion On
‘Why Innovation Is Necessary?’**

Conducting An Impactful Session On 'Retail Excellence'





After a session in Dubai on
'Sales & Service Essentials'

The most important learning for the participants was

'You Are Capable Of Much More'

Delighted to be a source of inspiration!



A 'Powerful Presentations' Workshop At Dubai World Trade Centre



Innov8 and Elev8 – A Signature Program For Innovation in Business, conducted for more than 50 Members of Nashik Business Association.



Ravindra Avale <ravindra@laxmitechno.com>

to Umesh-Borwade, Somrao, Dinesh, me, Shilpa

Dear Mihir ji,

It was a great pleasure for all NBA members to attend your short seminar on 'Innovate & Elevate'. We appreciate your presentation skills & the enthusiasm you created among participants. I am sure they all had something to learn & implement, in their businesses.

On behalf of NBA, I thank you & Shilpa for organising such a nice seminar for NBA members.

Thanks & regards,

Ravindra K. Avale (99755 95937)
President, NBA.



**Conducted a 14 Day Training Session For
Real Estate Professionals in Dubai, UAE**

**Where Is The Stress Now?
Energetic Participants from
“Time Management To Reduce Stress”
Training Session**





Conducted in UAE

'Time Management To Reduce Stress'

More than 30 eager learners!

**Humbled and Privileged to add value to the Wonderful Women in
our society!**

I Love My Work!



Contributing To The Knowledge Bank Of Future Leaders
'Marketing - Think Global, Act Local' Session
For MBA Students at Ashoka Business School, Nasik





**2 DAY WORKSHOP ON HOW
TO SELL OVER PHONE IN UAE**

Sales Sessions In Sri Lanka



Different Sales Workshops in Sri Lanka



TRAIN THE TRAINER ++ MASTERCLASS

PLENTY OF ACTIVITIES



EXPERT INSIGHTS



SHINY CERTIFICATES



Train The Trainer ++ Masterclass
Delhi With Mihir Koltharkar

STRONGER BONDS



LOT OF FUN



GROUP ACTIVITIES



Trainers To Super Trainers !



Make Way For The Newest Super Trainers in MAURITIUS!
After a 3 Day Transformational 'International Train The Trainer ++ Masterclass'



A NEW BREED OF SALES PROFESSIONALS IS ON THE MOVE!
EXCITED PARTICIPANTS FROM 'DOUBLE YOUR SALES' WORKSHOP



ZAKARAT TRAINING
www.zakat.com.sa





A New Batch Of Super Trainers Are Here To Make A Difference In Lives Of People!
A Super Effective Session Of 'International Train The Trainer Masterclass' in Goa!



GIVING BACK TO SOCIETY

Conducting FREE sessions to improve the staff performance of NGO's in UAE and India

Team Building for Staff of Manzil Foundation for Autistic Kids



Presentation Skills and Team Building Sessions for Cancer Aid And Research Foundation

YOUTH DEVELOPMENT STRATEGY

Session on Business Principles in OMAN and QATAR



KEYNOTE
SPEAKER

Speaking on
POSITIVE THINKING
IN DUBAI





Delighted To Conduct My Signature Session '**Innov8 Elev8**'
For **Rotary Club Bombay East** (Chartered In 1955),
Very Warm, Welcoming , Fun-Loving And Eager To Learn Family.



Invited to speak on TEDx

Topic 'The Future Of Human Learning'





**Invited to
speak on TEDx
Second Time**

**Topic
'Branding For
Employability'**

KEYNOTE SPEAKER

KEYNOTE SESSION FOR MORE THAN 500 PEOPLE
AUDIENCE AGE RANGING FROM 10 YEARS TO 80 YEARS





Delivering a session on '**Structured Sales Approach**',
at **World SME Summit**

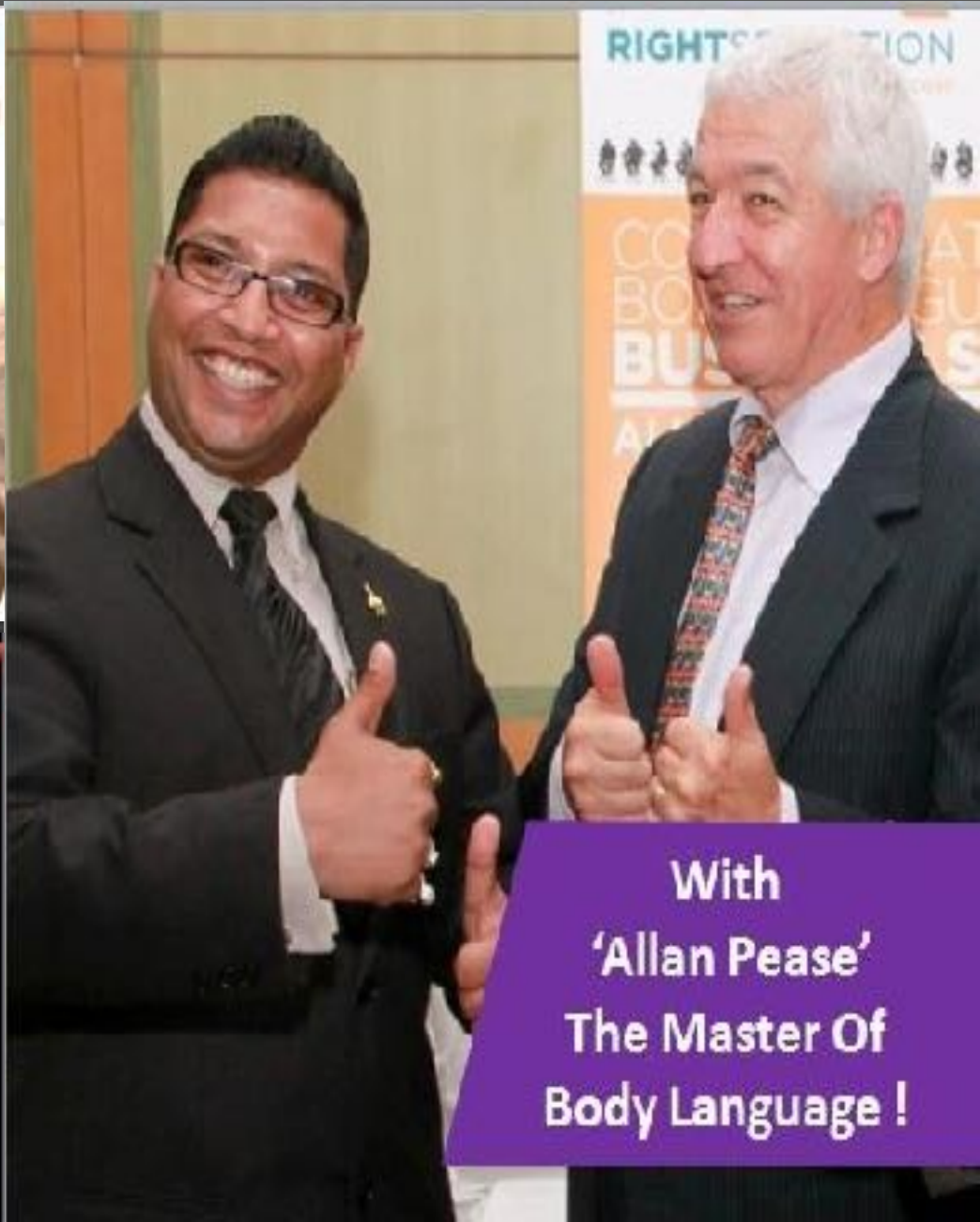
LEARNING FROM GLOBAL LEADERS



With **Ron Kaufman** -
World Renowned Author
And Guru Of Customer
Service !



With **Marshal Goldsmith**
World's No.1
Leadership Coach



With
'Allan Pease'
The Master Of
Body Language !

AWARDS AND RECOGNITION

Felicitated by Non-Profit Organizations in India and UAE for conducting FREE employee development training sessions for their staff – A way of giving back to society !



Felicitated with 'Global Training and Development Leadership Award' at World Training Development Congress - 2017



Awarded Best Table Topic Speaker at Dubai Toastmasters



Some Words Are Just Music To Ears :) I Love What I Do – And It Shows! Thank You Rotary Club Of Bombay East

Dear Mr. Mihir,

Thank you very much for your kind words. It was all our pleasure to host you yesterday.

You were quite eloquent and gripped the audience till the end of your presentation. It was quite motivating, interesting and interactive too..

On behalf of Rotary Club Of Bombay East, i want to thank you for making it convenient to come and enlighten us. For me personally, it was great to know you and our acquaintance remains..We look forward to hearing you again sometime soon.

With best regards,

Rtn. Deepak Ambardekar
President 2017-18
RC Bombay East

IN THE PRINT MEDIA



In GULF NEWS – For unique sessions beyond training rooms

In Indian News for Unique Vision & Sales Strategies

year of Pandit Doodhdayal Ipadhyay. Volunteers from the maximum people. Maharashtra's coordinator of the drive

were present on the occasion. Centenary year of Pandit Doodhdayal Ipadhyay is also celebrated as Garit Kalyan Varsha

Nandurbar, Dhule, Jagann and Ahmednagar present of the list of party activities to those who will work for the expansion drive.

legendary lost reels of footage shot by film pioneers, the Marathi brothers, who journeyed

and Dr Manoj Shingri have appealed to Nashikites to attend the screening in large numbers.

the importance of Marathi language and they should take efforts to preserve it."

Other senior freedom fighters including Sonamni Muthal, Rannath Pagare, senior

BOTTOMLINE

The 'Smiling Buddha of Sales' comes to town

A mindset change required to boost sales of Indian companies, says Mihir Koltharkar, corporate trainer and author of the book 'Double Your Sales!!'

DISHA THAKKAR
NASHIK, MAY 4

His extremely jolly and positive demeanour as well as wisdom in the domain of sales and marketing has won him the tag of 'The Smiling Buddha of Sales'.

Mihir Koltharkar, who has spent several years studying in Nashik, has an experience of over 35 years in the corporate training field and has trained over 30,000 sales professionals. He believes that motivating and enabling people to maximise their potential is his life's purpose. He has thus also authored a book titled 'Double Your Sales!! Secrets To Supercharge Sales Performance' to help sales people across domains at various stages of their careers.

"After having studied the Nashik market I can say that there are a lot of trainers here and their pricing varies from as low as Rs 1500 to very high amounts. In India there is a big hole in the training industry since, apart from multina-

tionals, companies don't focus much on corporate training. They don't want to prepare and groom their staff like companies in other countries do. They have this concept of on-the-job training where people are themselves required to learn sales and other things," he says and cites the example of the concept of spin selling introduced in 1988 by Neil Rackham. It is an unconventional sales method that lifts are following even today.

"The world has evolved and still companies are following the same formulae. The approach also needs to evolve. Along with spin selling other fundamentals also need to change," he explains.

Koltharkar says that the problem with companies in



Mihir Koltharkar

India is their archaic mindset. "They do what their forefathers did and they are not aware of the best practices followed across the world. It makes them aim too low. They need a reality check to grow at a faster rate. Attitude and ego is another problem with Indian companies. Having people with right skills at the proper position is necessary.

Managers are made managers for having been in the organisation for five years; they, many a times, don't have the requisite skill sets. They need to be trained for it. Many corporates do not even have an appraisal and development plan," he explains.

Koltharkar plans to equip trainers and sales people in Nashik with his programmes and along with this he also wants to employ his methods in youth development and upskilling of NGOs.

"Our students, the future leaders, should be well-equipped with practical knowledge of the outside world. I want to share my experience with them. You can't read about everything in books. You have to have experienced people guide

you. Similarly, I want to upgrade knowledge and skill sets of NGOs," he says. To the college students, he also suggests that they work very hard for at least ten years to have a comfortable and bright future.

Giving back to the society forms a big part of his bigger plan. "I have realised that it is my responsibility to give back to the society and help people who do not have the adequate financial support to learn and upskill. I want to provide them with a support system to go up. I want to establish an NGO in India, first ever of its kind where people who do not have financial support can come, learn and leave without paying a single paise. They will learn about

behavioural and communication skills among other things. I want to fund this from my own company," he says. The expert corporate trainer's way to incorporate neurolinguistics, a branch of linguistics dealing with the relationship between language and the structure and functioning of the brain, in them. Confidence, self-motivation and other aspects need to be incorporated scientifically in training people. "Corporate training is very scientific and very process-oriented. This process is not visible like the thousands of parts involved in a car and the science behind them. For the end user these thousands of scientifically-driven parts do not matter," Koltharkar explains.

Local Newspaper Appreciates the learning points transferred through Games, Activities, Stories, Examples, Humor and Powerpoint Presentation



SOME TESTIMONIALS

Mihir is a great individual **full of life, cheer and commitment**. It was indeed a pleasure to have worked with him.

Thamimul Hussain
Executive Director

Superb attitude! An excellent team player, manages and coaches them to perform the way he does and easily **rubs in his own attitude to other members** of the team.

Ramnath Chalakudi COO

A **born Performance Enhancer** who has depicted that a Training Session becomes successful if only the **Trainer enjoys the Training Process as much as the Trainee**.

Narayan Nair
Accounts Head

Mihir made me to know that those who turn out to be the best, are those who make the best out of the way things turn out. **He is once in a life time kind of person**. I can't thank you enough. God bless you!

Ikenna Patrick Ifoeze
Relationship Manager

Mihir is an **efficient and competent** trainer. He commands **excellent balance between drive for result and people relationship**.

Dr. Ajay Shrivastav
National Training Head

Mihir is a **problem solver** and has helped us on many occasions to find the **correct solutions in the shortest periods of time**.

Will Njoya
Property Sales Manager

Great knowledge, great workshop. **Totally a different experience**. Each point and technique was explained in a different way. It was **just excellent**. We did not realize how time flew!

Munthasir N.V
Logistics Professional

Mihir's session was **very interactive**, having **new and relevant information with practical techniques**. It was just **perfect** for me. The experience was great!

Andrea Palmer
Human Resources

RECENT TESTIMONIALS



*If you ask me who is the most Positive Person I have ever come across in my Professional Life, I have an instantaneous answer..
"Mr. Mihir Koltharkar"..*

*I am not flattering him but I am speaking out my Mind..
I recall his fabulous speech while welcoming the Award Judging Panel to our Company..*

An Unimitable style..

*- Mr. Narayan Kutty
Dubai, UAE*

"Mihir is a fantastic spokesperson for positivity and productivity. He's the sunshine in the room and you can't help feel better about your day and your life purpose at your job when you're coached by him. I would highly recommend him to organizations to develop their core talent."

Maisa Vahedi -Dubai, UAE





LIST OF WORKSHOPS

Mihir is usually called on to deliver highly effective workshops on the following topics.

1. Selling Skills - B2B
2. Selling Skills - FMCG
3. Selling Skills - Retail
4. Advanced Selling Skills
5. Telesales
6. Negotiation Skills
7. Advanced Negotiation Skills
8. Key Account Management
9. Leading Successful Sales Team
10. Presentation Skills
11. Communication Skills
12. Interpersonal Effectiveness
13. Assertiveness Skills
14. Creative Problem Solving
15. Train The Trainer
16. Team Building (Outdoor Activity Based)
17. Team Building (Classroom Activity Based)
18. First Time Managers
19. Customer Service
20. Customer Relationship Management
21. Telephone Service
22. Time Management
23. Stress Management
24. Planning and Organizing
25. Goal Setting And Execution
26. Campus To Corporate



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