

KSM Training & Strategy

Training • Coaching • Consulting

Empowering Teams, Transforming Performance.

Sales • Leadership • Soft Skills

Behavioural Transformation • Team Building



About: Kuldeep Singh Manhas

Sales & Leadership Trainer • Performance Coach • L&D Consultant

With 25+ years of experience across Sales, Leadership and People Development, Kuldeep helps organizations build high-performing, confident and future-ready teams.

He blends real-world sales experience, leadership insights, behavioural science and experiential facilitation to deliver measurable, sustainable behavioural change.

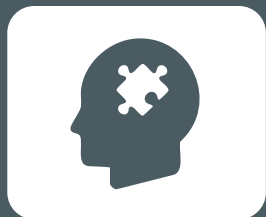
His work spans:



Sales
Capability



Leadership
Development



Behavioural
Transformation



Soft Skills
Training



Team Building

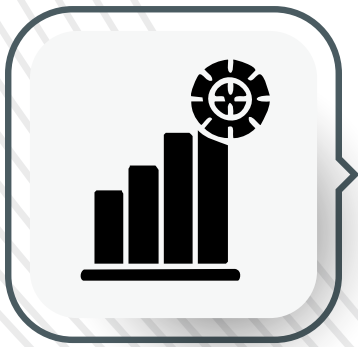


Consulting &
Coaching



WHAT PROBLEM KSM SOLVE

Organizations trust us to solve their most critical people challenges:



Sales Performance Challenges

- › Low conversions & inconsistent performance
- › Weak pitching, discovery & negotiation
- › Poor pipeline discipline & deal movement
- › Teams lacking confidence & accountability



Team & Behavioural Challenges

- › Teams working in silos
- › Communication gaps & conflicts
- › Low motivation, trust & collaboration
- › Stress, pressure & burnout



Leadership & Managerial Challenges

- › First-time managers struggling to lead
- › Avoidance of feedback or tough conversations
- › Weak delegation, decision-making & ownership
- › Poor stakeholder influence



Soft Skill Challenges

- › Unclear communication
- › Ineffective presentations & demos
- › Poor customer interactions
- › Time management & prioritization issues

CORE SERVICES

Training • Coaching • Consulting



Sales Excellence



Leadership Development



Soft Skills & Professional Communication



Behavioural Transformation



Team Building & Outbound Experiences

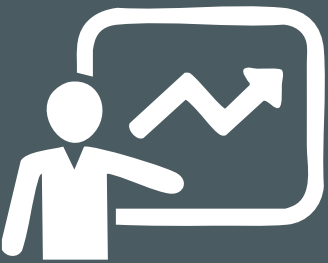
SALES EXCELLENCE

Training + Coaching + Consulting



Sales Training

- Sales Mastery (End-to-End Selling)
- Consultative Selling & Inside Sales
- Objection Handling & Negotiation
- Key Account Management
- Value-Based Selling
- Demo & Presentation Mastery



Sales Coaching

- 1:1 Performance & Mindset Coaching
- Deal Coaching & Opportunity Reviews
- Pitch, Demo & Conversation Coaching
- Coaching for Sales Managers



Sales Consulting

- Sales Process Audit & Optimization
- Capability & Skill Gap Analysis
- GTM & Strategy Alignment
- Sales Playbook Creation



LEADERSHIP DEVELOPMENT

Develop leaders who can influence, inspire and deliver results.

Includes :

- First-Time Manager Programs
- Managerial Effectiveness
- Situational Leadership & Delegation
- Coaching & Feedback Conversations
- Difficult Conversations & Conflict Handling
- Stakeholder Management & Influencing Skills



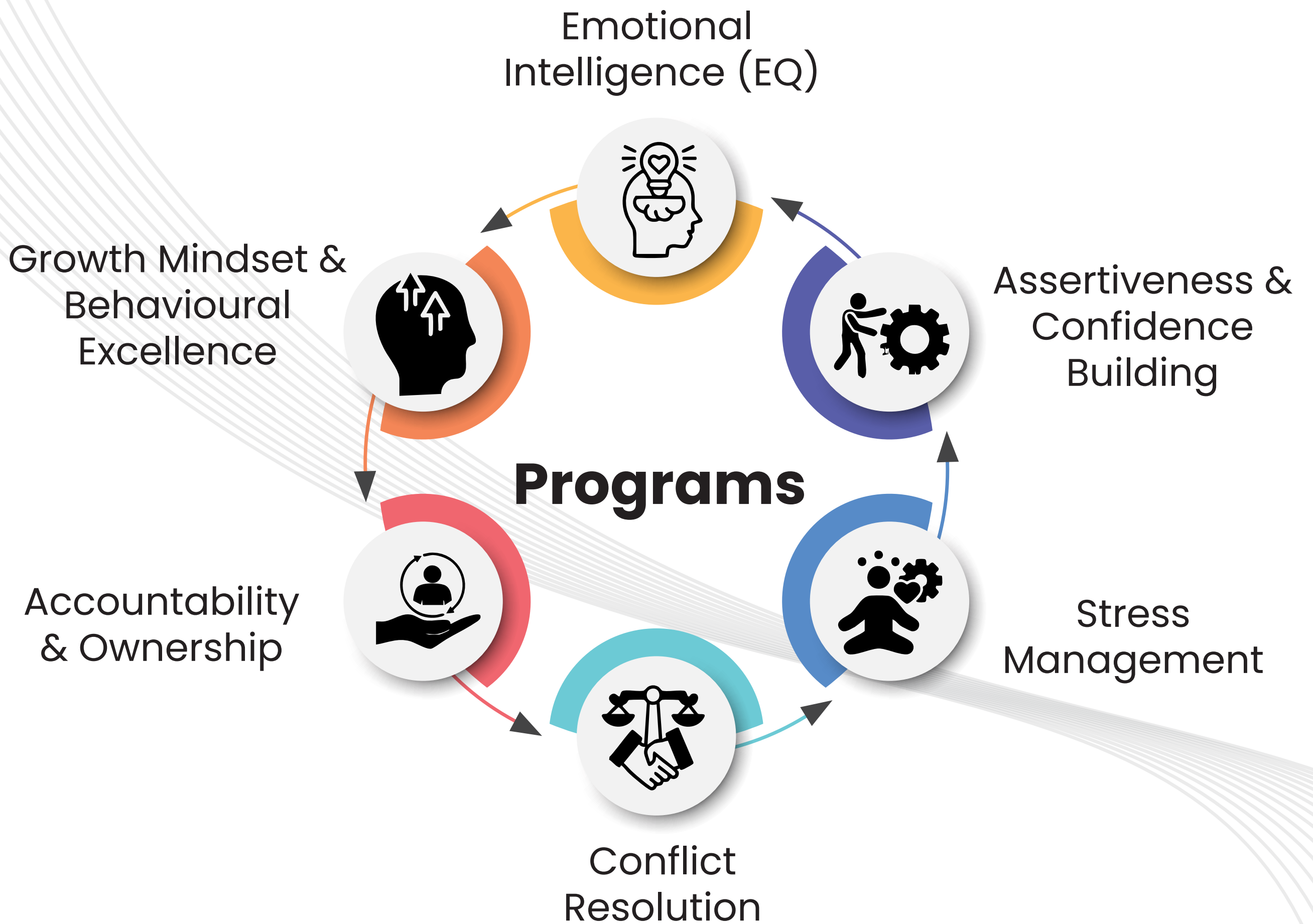
SOFT SKILLS & PROFESSIONAL COMMUNICATION

Build confident, effective and collaborative professionals.



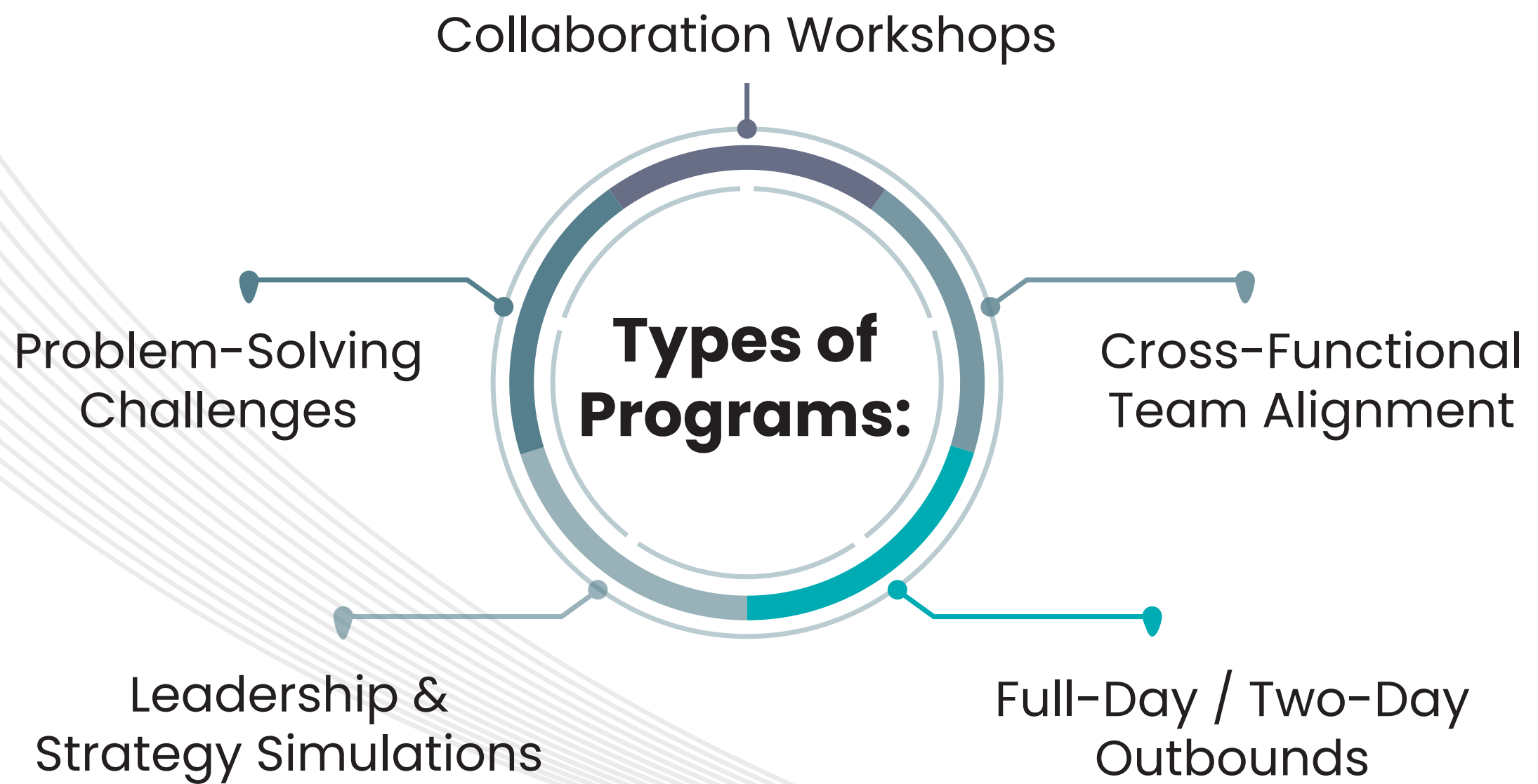
BEHAVIOURAL TRANSFORMATION

Help individuals build the right mindset, behaviours and emotional intelligence.



TEAM BUILDING & OUTBOUND EXPERIENCES

Experiential, fun and reflective programs that drive unity and alignment.



BUSINESS IMPACT KSM DELIVER

- Higher sales conversions
- Improved communication & client interactions
- Confident and capable managers
- Stronger collaboration across teams
- Higher ownership & accountability
- Behavioural improvement visible at work
- Better pipeline discipline & forecasting (for sales teams)



WHO KSM WORK WITH



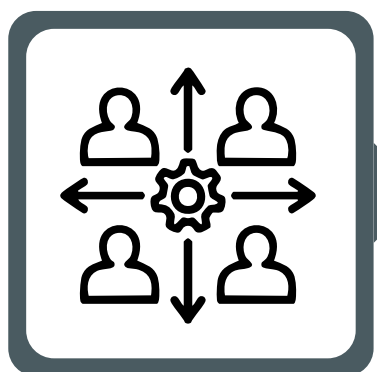
Sales Teams
(B2B & B2C)



Sales Managers &
First-Line Leaders



Mid-Level Managers &
High-Potentials



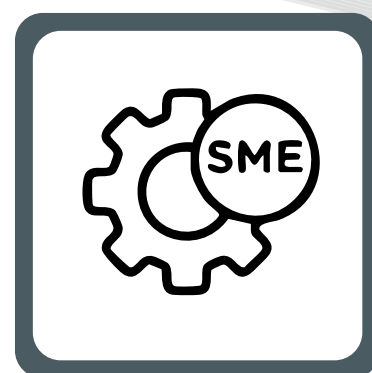
Cross-Functional
Teams



Customer
Facing
Professionals



Back-Office &
Support Teams



Corporates,
SMEs, Startups
& Global Teams

What Clients Say About Us



NIKHIL KANKHAR

Local Guide · 3 reviews · 1 photo



★★★★★ 3 months ago

Thank you so much for the amazing training session at RIIM Pune.
Your insights truly helped me become interview-ready and gave me a clear understanding of various sales techniques and how to approach them practically.
I genuinely appreciate the energy, clarity, and real-world examples you shared during the session. It was a highly valuable learning experience, and I feel much more confident moving forward.

Grateful for your guidance and time. Thank you Kuldeep sir.



Jiten Pande

Local Guide · 19 reviews · 15 photos



★★★★★

A sales team is good when they know the tricks of the trade! Most companies hire competent teams but they need a bit of guidance or mentoring or even sharpening through tailor made sale's training. Kuldeep being a sales person himself understands this importance and has incorporated that into his services. He's instrumental in conducting several sales training's that have helped organisations to build strong teams. I'd highly recommend Kuldeep for his sales knowledge, custom training's and delivering excellence in everything he does!



WHY CHOOSE US

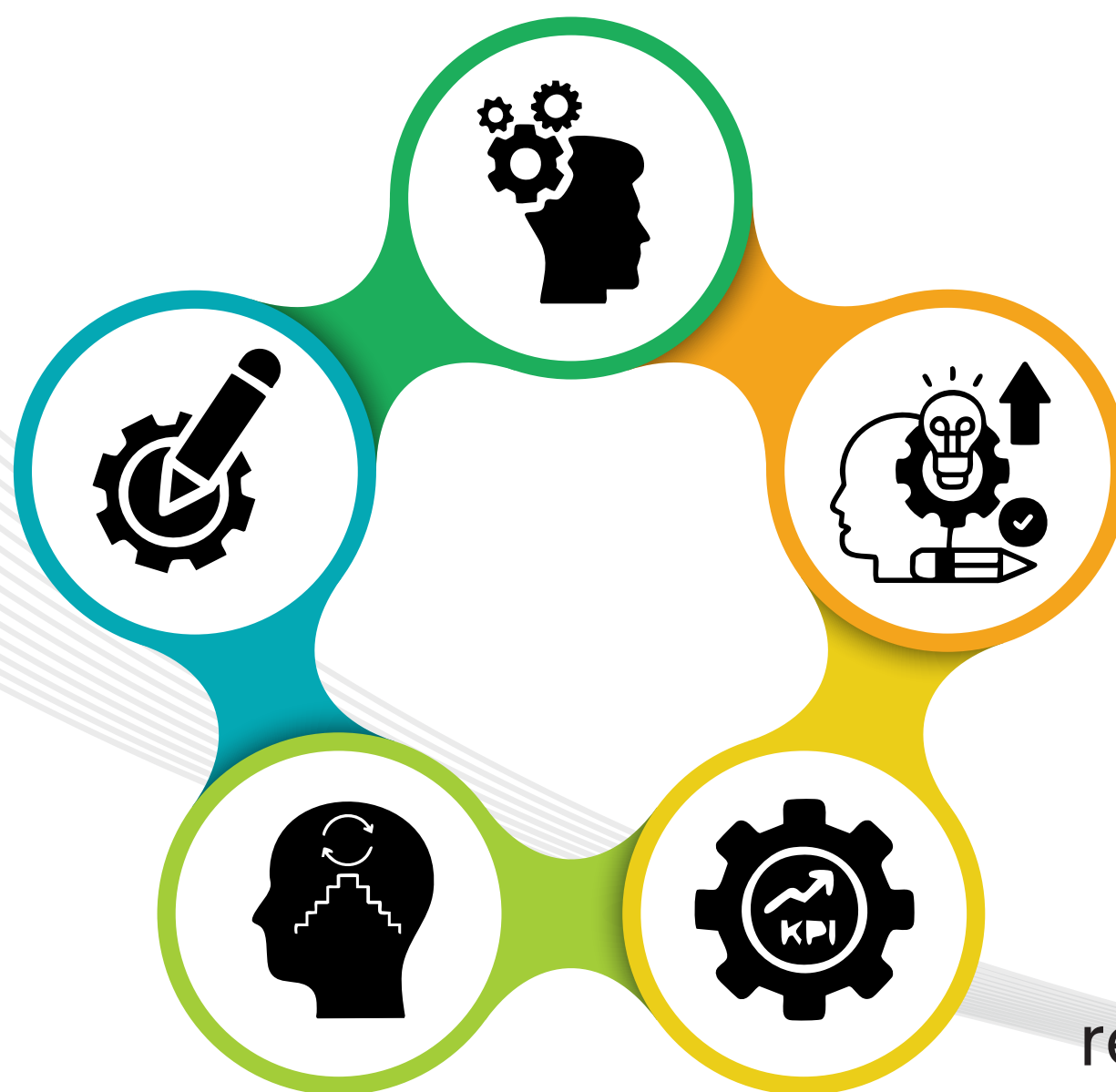
Experienced
across functions
& industries

Custom-built
programs no
generic
workshops

Experiential,
practical & highly
engaging

Coaching-led
behaviour
change

Measurable
results with clear
outcomes & KPIs



Let's Transform Your Team Together



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