



# ACE MANAGEMENT CONSULTANCY

TRAINING | FACILITATING EXCELLENCE

TRANSFER. TRANSFORM. TRANSCEND

[www.acemac.in](http://www.acemac.in)



# TRAINING

## *The Need Of The Hour*

The FMCG sector is a major growth area in the Indian economy and its contribution to market share is profound. Selling as a science or an art is debatable, but one who has been trained in the nuances of selling has a definite edge over the rest.

Whether General Trade or the fast-emerging Modern Trade, Ace Management Consultancy can optimize your performance in areas of Selling Skills, Retail Management. Distribution Network, Negotiation Techniques and Interpersonal Skills amongst others .....[Read More](#)

# PROGRAMS



## SIGNATURE WORKSHOPS



- **Winning in Store**
- **Retailer Relationships (Terms of Trade)**
- **Excellence in Endeavour**

These programs involve learning store dynamics, turning strategies into processes through effective negotiations and getting better in problem solving & decision making.

## SALES TRAINING



- **Art of Selling**
- **Advanced Selling Skills**
- **In-store Merchandising**

Master the fine art of selling by learning all nuances of sales processes like BEAT optimization, handling objections, merchandising and also incorporating the right sales mind-set through these well-articulated sales programs.

## SOFT SKILLS



- **Entrepreneurial Thinking**
- **Communication Skills**
- **Conflict Management**

Vital traits like communication skills, creativity initiative, besides effective body language go a long way in creating an effective profession and career enhancement.

# OUR CLIENTS



*IndusInd Bank*

Zydus  
Wellness



FACESCANADA

# OUR TEAM



## Rajesh Kamath

It won't be an exaggeration to say that Rajesh Kamath 'walks, talks or breathes sales' as he comes with over..... [Read More](#)



## Karthikeyan R

An FMCG player with over 2 decades of experience with leading brands like J&J and Abbot Nutrition ..... [Read More](#)



## Avadhesh Kumar Singh

A seasoned corporate trainer, armed with several certifications in the training & development domain like NLP, Emotional Intelligence..... [Read More](#)



## Nabeel Shaikh

Has an overall experience of over 25 years in the FMCG domain, both in local and international markets ..... [Read More](#)



## Pravin Nair

A subject matter expert in FMCG fundamentals comes with a double advantage of having extensive knowledge due to experience of working ..... [Read More](#)



## Janak Shah

A corporate trainer with over 15 years of experience in the training & development domain is one who believes in making that difference in people's lives..... [Read More](#)



**SRIRAM IYER**  
MASTER TRAINER

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+91 99209 85840

sriyer2000@gmail.com

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