

Shah M. Jamal is a dedicated and passionate trainer who believes that delight of participants and clients is of paramount importance. All his efforts thus goes into achieving that, and successfully so!



Shah M. Jamal

Motivational Speaker / Soft skills / Sales Trainer

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TRAINER'S OVERVIEW

Jamal Shah, has over 25 years of demonstrated excellence in leadership development of executives and teams. He has held key managerial /director level positions in small to medium-sized companies prior to graduating into his roles as motivational speaker, consultant and soft skills / sales trainer. Jamal applies his experience, his education in business management and certifications in training & development when developing leaders for success in various business arenas, including sales, communication, leadership, personal development, and public speaking

REPRESENTATIVE CLIENT ENGAGEMENTS

- Working with a client like LIC, instigated a major leadership and culture change initiative through motivational training to staff above 55, who had become rusted nearing retirement. The motivational program helped them look at themselves in a different light. Resulting in a sea change in their attitude towards their job and company. And of course in their functioning.
- Worked with a large company to 'round out the edges' of company's young managers, their leadership style by improving their ability to empathize, balance assertiveness with humility, and communicate effectively to peers, team members and the top management. Client's feedback was tremendous.

Areas of Training Expertise

- Motivation
- Selling Skills and techniques
- Communication skills
- Presentation/Public Speaking
- Personal development
- Goal setting & time management
- Retail sales

Levels Coached & Trained

- Mid-Level Management
- First Time Managers
- Executives

Languages

- English, Hindi

Partial list of companies trained in

- IT: HCL: Motivation, Team building
- Automobile: Renault group, Mahindra&Mahindra, Global Auto, Subros: Motivation, Sales, Personal Development
- Banking / Finance / Insurance: LIC, Mahindra Insurance, Axis bank, yes bank: Selling skills, Motivation, communications skills, Presentation skills, Behavioral interviewing skills
- FMCG: Unicharm : Selling skills, customer services, Communication skills
- Durables: Carrier Aircon, Videcon, Godrej: Motivation, Selling skills & techniques, communication& presentation skills, Customer care
- Real Estate: Sobha, Mahagun: Motivation, Selling skills
- Oil: Gail: Supervisory skills
- Manufacturing: Jindal steel, SUBROS: Motivational pep rally, Personal Development, Supervisory skills, Goal setting & Time management, Team Building

Professional/Corporate Experience

- Turning Point Training & assessments – Consultant, International projects
- Aptech global learning solution– Senior training manager
- BBC World – Circulation Manager

Certifications and Training

- Licensed practitioner of NLP
- Certificate course in competencies in training and development – City & Guilds, UK

Education

- MBA, Aligarh Muslim University

Testimonials

"My team and I are very happy with the overall content, presentation and energy of your training program. I am certain all of us have a few learning that we can incorporate in our professional and as well as personal spaces " Tina Talwar, Vice President – sales & marketing, Sobha Ltd.." ©2015 Lee Hecht Harrison. All rights reserved