



First Program with **BIA** on 18-11-03

Mr. **Madhav M. Karbelkar** conducts Seminars on Marketing.

Such Marketing Seminars cover topics like.....**Preparing A Simple Marketing Plan, Break Even Analysis, Strategic Marketing, Value Proposition, Segmentation, Productivity.**



With **AIPMA**



With **TSSIA**
(Thane Small Scale Industries Association)



Second Program with **BIA** on 27-08-04

OpteemA ServiceS

Marketing Consultancy, Marketing Seminars
Sales Training Programmes



*"Growth Through
Better Marketing"*



...in association with Industrial Products Finder (*IPF*) at CII - Center of Excellence



.....the Audience (28-04-05)



.....the Felicitation by *BIA*



....the Audience at *TSSIA* Seminar



First such Sales Training Programme

Mr. **Madhav M. Karbelkar** also conducts Sales Training Programmes. Such Training Programmes cover topics like.....

Understanding Industrial Buying Process,
Tele Marketing for Industrial Products,
(Why & How to conduct it, A 30 Seconds Test)
Conducting First Customer Meeting,
(Active Listening, Asking Questions - Why & What)
Sales Analysis
(Of Past Performance, Funnel, Order)

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"Growth Through Better Marketing"