

Name: Meenakshi Kalyana Sundaram

Venue: SKH Hall

Date: 22nd June , 2018

Time: 2:00 PM

Topic: The job of a Salesperson



Meenakshi Kalyana Sundaram spoke about the prospects of picking up a sales career.

He had shared his experiences about being a Salesman for several years. He says that to pursue a successful career in sales job, one need to be very pro-active, witty and patient. He spoke about the challenges that a sales person would face in his day – to – day job, particularly about cold calling, hostile treatment, alienated environment, judge mentality and bias in the business world. He spoke about how he was able to sneak his way out in tough situations by understanding various cross – cultural and rational norms.

Meenakshi Kalyana Sundaram spoke about how his job needed him to work at odd hours, how he had to do cold calling, a part of his job for which he developed a strategy later. He used to do cold calling during the ending business hours, times when the client used to be less critical of his presentation. He had travelled across various countries as a part of his job and hence, he understood how corruption worked, how people take advantage of the criticality of the desperate.

The job of a sales person needs him to work outside his working hours at times. Hence, he advised the aspirants of a sales career to take care of their health and hygiene and maintain themselves in good shape. He didn't sugarcoat the facts, had spoken the harsh truth and had voiced out that the career of a

sales person is not a piece of cake but rather a fight for survival. He says that the sales person should be ever ready to learn new things, be up to date on the latest trends of working process, so that he doesn't get ousted by the new-comers.

In the end, he advises us to follow our goals with vigor and zeal and wished us good luck.