



## TRAINER PROFILES

Here are the profiles of some of our trainers.



Steve Bavister has worked for many years as a trainer, facilitator, coach and author after a successful career in publishing with a FTSE-100 media company. He has a passion for helping people and companies maximize their potential, and bring enthusiasm, creativity, energy and commitment to everything he does - always ensuring that clients get the best possible value.

Steve specialises in NLP and believes it to be one of the most powerful tools available for personal and professional development. He is the co-author of 'Teach Yourself NLP', 'Teach Yourself Coaching', 'Coach, Be Your Best and Beyond', 'Teach Yourself Presenting' and 'Personal Impact'. For five years he was a Director of the Association for NLP (ANLP), acting as editor of its magazine Rapport for a period. His expertise lies in Presentation Skills, Personal Impact, Communication, Networking and Writing Skills.

Steve has a BSc Hons in Psychology, is a Master Practitioner of NLP and a Certified NLP Coach. Sectors include Financial Services, IT, Government departments, Utilities and SMEs.

### Specialist areas:

- Communication Skills
- Personal Impact
- Presentation Skills
- NLP for Business



D. Sathyanand has over four decades of industry experience in various capacities, with National and Multi-national organizations. During his extensive and successful career he worked in a variety of industry sectors including: pharmaceutical, engineering and IT before deciding to share his wealth of experience by training and developing others.

While sales and marketing are his core areas of strength, training and people development is his passion. Since moving into the training world he has successfully delivered training to staff and managers at all levels for a broad range of companies such as, Hewlett Packard, Accenture, Shell Technologies, Vodafone, Nokia, and JPMorgan.

Sathyanand's training expertise spans a variety of topics. These include: selling skills, negotiation skills, leadership and team management, communication skills, assertiveness and customer service. He continually reads and researches information to ensure his methods, approach is 'cutting edge'.

He has a BSc in Geology (Major) and Psychology (Minor) from Madras University. He has attended various courses to broaden his knowledge and expertise in effective training design and delivery.

Languages: English, Hindi, Kannada, Tamil and Malayalam.

**Specialist areas:**

- Selling Skills
- Negotiation Skills
- Leadership
- Communication Skills
- Assertiveness
- Customer Service



Anupama Srivastava is a highly skilled facilitator, a catalyst of change to empower people, inspire a positive outlook and excel in life. She is a diligent hand that has immense appetite for learning and applying. Bringing over five years of training experience, she combines her knowledge and well-developed skill set in making her sessions practical, approachable and adoptable. She possesses a concrete ability to translate key theories and ideas into effective working practices.

Anupama's participative and empathetic training style reflects that different people have different learning styles. She is deft at handling Sales and Soft Skills Training sessions that provide scores of take-away learning and are blended with humor to create a fun-filled learning environment.

She has handled Train the Trainer sessions and other classroom, on the job and outbound sessions for diverse profile groups ranging from Entry Level Executives to Middle / Senior Management. She is adept in processing training need assessments and customizing the program by adopting a systematic approach that focuses to meet the specific training objectives and client motivation.

Her background includes training for Companies from Fortune 500, and small to medium size companies from diverse industries, the likes of IT, ITeS, Banking, Financial Services and Insurance such as

- Aricent
- Crimson Logic
- e4e
- GTL
- HDFC Standard Life Insurance Co. Ltd.
- L & T InfoTech
- Mphasis BPO
- Sify Technologies,
- Strand Life Sciences
- Titan
- UBL (DST of UTI Bank)
- Wipro Technologies

**Specialist areas:**

- Sales
- Customer Service
- 'Campus to Corporate' Training programs



Anand Narayan is an experienced trainer, coach and facilitator who has helped business entrepreneurs, and staff and managers at every level achieve success. He has worked across a range of industries and sectors including IT, telecoms, financial services, publishing and retail to name just a few. His considerable skills as a trainer have resulted in him being asked to complete training projects throughout India. He has also carried out international assignments in Bangladesh and the United Arab Emirates.

The training 'bug' caught Anand at an early stage in his career. He was working as a sales professional when he learnt that true satisfaction for him came from helping other people achieve success. He is passionate about sharing knowledge and skills and strongly believes in the ability of learning to empower people. His experience has shown him that opportunities to learn allow people to reflect, be successful and live fulfilling lives at work and at home. Anand describes his approach as results driven. He aims to ensure all stakeholders receive the best in return for their investments.

Anand specialises in communication skills, strategic selling, influencing and persuading, competency coaching, training trainers, behavioral change and other soft skill areas. He uses NLP and other forms of applied psychology to underpin his work. He has also introduced and taught the spiritual practice of Meditation to various corporate clients.

Anand has a BA in Commerce and is a trained facilitator from Oscar Murphy International, Singapore & Carlton's Academy of Management Institute. He is also certified in Hypnology & Life Coaching from the School of Natural Health Sciences, USA.

**Specialist areas:**

- Communication skills
- Sales skills
- Influencing & Persuading
- Train the Trainer