Manufacturing Technology Training
An IMTMA initiative

Art of Negotiation
Date : 19 August, 2025
Venue : IMTMA Technology Centre, Pune

INTRODUCTION

Gear up for a transformative full-day seminar at IMTMA, , where the focus will be on mastering the art of negotiation specifically tailored for machine tools salesmen. Organize at your premises, an immersive experience as your team delves into the strategies that will empower them to "Art Of Negotiation."

FOCUS AREAS

- In-depth exploration of negotiation psychology and tactics for machine tools sales.
- Practical insights on handling objections and turning challenges into opportunities.
- Role-playing scenarios to sharpen your negotiation skills in a real-world context.
- Proven techniques to secure favorable deals and cultivate long-term client partnerships.

PARTICIPATION FEE

Rs. 6600/-
+18% GST
IMTMA Members/ Micro Companies/ Individuals/ Educational Institutions / Students/ IMTMA Non Members/ Others

USD 260/-
Overseas Participants

Group Concession : 10% for 3 to 5 and 20% for 6 and more delegates being nominated from the same company

FACULTY

This Program will be conducted by **Mr. Riddhish Jalnapurkar,**

Mr. Riddhish Jalnapurkar, an Engineering Graduate with 28 years of rich and on the ground experience in the field of selling small to high value and simple to highly technical equipment (made in India, China and Europe) and projects in India. He has had the privilege to travel extensively within India, Europe, USA, Canada, China, South East Asia, Gulf Countries, South Africa.

He founded, Sales Insight India, with a vision to help People, Companies and Countries prosper by sharing the insights and wisdom earned during innumerable travels, meeting amazing people and learning from them, exposure to various cultures around the world.

He is “Forever Passionate about Sales and People.”

He has successfully helped establish on a solid foundation - Indian, Canadian, Italian, Austrian, Chinese metal working machines manufacturing companies in the extremely competitive and price sensitive Indian Market.

He has consistently delivered fantastic sales results for local and global companies, irrespective of market conditions. He has been involved from the word go in concluding contracts worth millions of Euros during his journey as a Salesman.

He conducts regular Sales workshops at Ahmedabad Management Association and in company workshops. He addressed post graduate students at SDA Bocconi, Entrepreneurship Development Institute, Nirma University. He has also addressed forums at IMTMA, Indo Italian Chamber of Commerce and Maharashtra Chamber of Commerce.

During his workshops, engages audience with real life examples, stories and wisdom earned over 28 years of sales. His book – Selling in India, the journey of a Salesman is available on Amazon and is now in second edition.

For Registration Contact

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REGISTRATION : Prior registration for participation is necessary. Number of participants is limited and will be accepted on ‘First Come First Serve’ basis. A Certificate of participation will be issued to participants.
Important Information : Participation fee includes, course material, working lunch and tea / coffee. Interested companies are requested to register online by clicking on 'REGISTER' button and by filling up the nomination authority and participant's details in specified form.