

Name –

Jagdish Aher

Currently operating as Entrepreneur Trainer / Coach under the name
Impetus Training Academy – Since 2013. (Locations – Mumbai and Pune)

Core Purpose : *Helping people to build Mindset and Capabilities for Next Level.*

Core Values :

- *Simplicity*
- *Transparency*
- *Focused Efforts*
- *Honoring Commitments*

Activities -

We conduct various courses / modules / programs in Mumbai and Pune.

- Entrepreneur Impetus – For Entrepreneurs
- Entrepreneur + Team Impetus – For Entrepreneurs +Core Team +Leadership Team
- Organization Development Program - For Entrepreneurs + 2nd and 3rd Line
- Leadership Development Programs – As per organization size and structure

Popular topics

Few topics where we are having good client feedback (or liked by our participants)

- Change Management
- Leadership Mindsets and Paradigms – Superhero – Manager – Leader
- Prioritization and Activity Management
- Delegation – Decentralization – Empowerment
- Steps of Right Recruitments
- Relationship – Understanding people and personalities
- Selling Skills – Scientific steps of Sales
- Vision Framework – Building Core Ideology & Envisioned Future for organization
- Team Strategy Sheet – SWOT analysis and build 3 year, 1 year and Quarterly plan
- Levels of Leadership – With positives, negatives and Behaviour of each level
- Different styles of Leadership – For different levels of employees
- Organization / Team health habits – Team Building, Meetings, Evaluation Process
- Qualities / Behaviors of 10X Leaders who build 10X organisation

Experience-

Previous Experience – (Learned a lot in 23 years in these 4 organisations)

- *SMMART Training and Consultancy Services Pvt. Ltd. From 2010 to 2013*
As Regional Training Manager – Deputy General Manager – General Manager
- *Reliance Life Insurance Co Ltd. From 2002 to 2010*
As Sales Manager – Branch Manager – Sales Training Manager – Area Training Manager – Regional Training Manager – Deputy Zonal Training Manager.
- *Sudarsan Finance Co Ltd. From 1996 to 2002*
Assistant Branch Manager – Branch Manager – Area Manager – State Head – Maharashtra.
- *Mothercare India Ltd. From 1990 to 1996*
Sales Executive – Group Leader – Area Manager – Divisional Manager – Dealer
(Continued as dealer under the name Spectra Enterprises)