

**Cahors Groupe, Pune**



**Case Synopsis**

Cahors is a French MNC which manufactures hermetically sealed transformers in the Medium Voltage range in its factory at Rajnandgaon Industrial Area, Ex- Pune.

The company engaged the advisory services of SCIPL to set benchmarks and trade-offs for productivity and performance in the domain of Sales Management and Customer Services.

**Key Deliverables**

1. Identify and coach top leadership team on Sales Metrics – Monitor, Maintain and Measure
2. Learning and Development sessions on Sales Process, Customer Services, Customer Centricity, Sales Negotiations and Sales Closing
3. Sales billing target of Rs 30 crores taken for the year 2015.

**Footprint**

**Pune**