

Problem

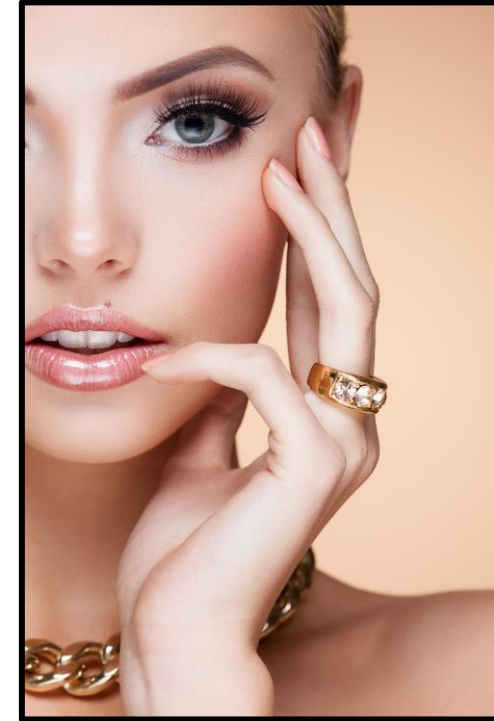
A century-old jeweler and diamond cutter wanted to upskill its showroom salespersons to manage millennial and Gen Z customers.

Solution

A customized workshop on “Adaptive Selling” was designed and rolled out for 100 sales representatives.

Customer Benefit

The jeweler’s retail salespersons were able to adjust their sales pitch depending on the profile of walk-in customers



We conducted a customized training program on “Adaptive Selling” for sales representatives and equipped them to manage millennial and Gen Z customers.
