



BUSINESS DEVELOPMENT & SALES MASTERCLASS



Coached 100+ CEO with Sales GROWTH



17K+ LinkedIn Followers



101+ Google Reviews

Featured In



**Business
Standard**

yahoo!
news

ANI

South Asia's Leading Multimedia News Agency

Sandeep Sisodiya

(IIM Indore Alumni)

www.sandeepsisodiya.com

MY SUCCESS STORIES

A lot of Happy Participants



Chirag Bhavsar

CEO - Coduzion Technologies

Relative and easier real-life examples

I have been fortunate enough to come in contact with Sandeep and got to know about the course. The most exciting thing I found within the course is Sandeep's professionalism, innovativeness and approach towards handling the complex topics of Sales and Business development through relative and easier real-life examples. The course is recommended for individuals or companies looking to grow their business to the next level through the right channels in a structured manner.



Jaydeep Patel

CEO – Born Techie Pvt Ltd

Important to Attend This Mini-MBA School

Being a CEO and having only technical knowledge is a failure for our organizations. So, it was very important to attend this mini-MBA School from Sandeep Sisodiya.

How Marketing, Sales & Business Development is different - that I came to know after joining this online session. Confidence & no fear while talking with clients - this I learned & started doing with the help of skills & techniques from mini-MBA



Nishant Bijani

CEO – Codiste Pvt Ltd

Workable Tips during Sessions

Business Growth Problem? Don't know how to run a Software service business? or Any Marketing problem?

If it's Yes, and finding a Solution? Just close your eyes and Consult Sandeepsingh.

As a Young Startup Owner, I was in the same situation about How to Grow? and By attending sandeep's Business Development Sessions and following his Tips and Tricks, it was like we built Rocketship by just following Sandeepsingh's Tip. He is the guy, who shares Workable Tips during sessions, and what you need to do is just follow him if you want to grow your business. Thank you Sandeepsingh and All the Best for your mission.



Hitul Mistry

Founder - Digiqt Technolabs

Course has Practical Sessions, Networking Opportunities

Sandeep's course has practical sessions, networking opportunities, and expert sessions which helped me to improve. The course changed our mindset for sales and getting a good sense of what channel to use for sales

GOOGLE REVIEWS - 101+

Sandeep Sisodiya

C-808, Titanium City Center, 100 Feet Anand Nagar Rd, Ahmedabad, Gujarat



5.0 ★★★★★ 101 reviews ⓘ

People often mention

All

course 53

learn 43

business development 28

linkedin 24

+6

Sort by

Most relevant

Newest

Highest

Lowest



amit prajapat

3 reviews · 1 photo

★★★★★ 3 months ago

This Sales Masterclass was an excellent course from which I learned much more than I expected. Sandeep sir has an excellent style of delivery, expertly mixing theoretical learning with real world examples in an environment which ensures ... [More](#)



Hardik Vinzava

Local Guide · 29 reviews · 13 photos

★★★★★ 3 months ago

The course structure and execution is the best part. The course is designed in a way, it will be really helpful for a beginner as well as an experienced level. ... [More](#)



Like



Karan Shah

Local Guide · 14 reviews

★★★★★ 3 months ago

Great Teaching by Mr. Sandeep Sir. I learned a lot about Sales, how to approach a Prospect, how to negotiate and close a deal. ... [More](#)



Community

Exclusive Access of Sandeep
Sisodiya Community of 100+
Agencies Owners



Documentation

Sample Documents of NDA ,
Contract Agreement , Proposal
Templates , Dedicated Developer
Contracts



Assignments

20+ Actionable Assignment
to practical execution of
concepts



Upwork

Proposal Templates to win more
jobs



LinkedIn

LinkedIn Outreach Templates to
build network and generate leads



Email Formula

IT Sales Email Campaign Formats



Portfolio Management

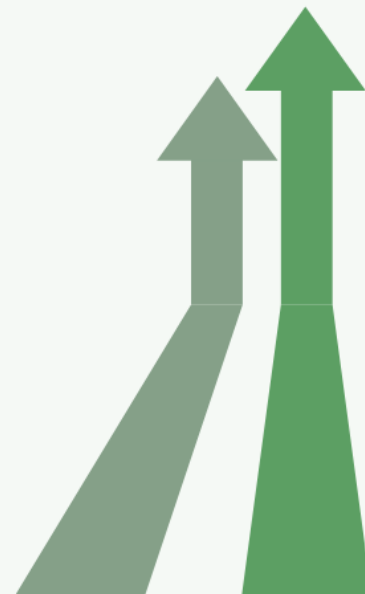
Know Your Portfolio Management
Template for Sales Team



Sales Team Setup

IT Sales Process Format & Lead
Management Tracking Templates
to for sales performance

COURSE BONUS





COURSE MODULE

- ✓ What is Business Development, Sales & Marketing?
- ✓ Building Sales Mindset
- ✓ How to find right Market for your services
- ✓ How to set Sales Target and Collection target
- ✓ How get clients From Upwork, other freelancing portals
- ✓ LinkedIn Outreach strategy to get direct clients
- ✓ Funnels - Lead Generation Vs Marketing Vs Sales
- ✓ Understand of Sales Process, Sales Pipeline and Sales Models
- ✓ B2B and B2C Sales
- ✓ How to write NDA, Contracts Agreements and Proposal for international clients
- ✓ Tips To Increase Sales – Cross Selling and Upselling
- ✓ How to talk and negotiate with clients

WHY YOU SHOULD ATTEND THIS COURSE?

This Course is based on 4 Action taking Steps



Sales Strategies

Get the step-by-step actionable inputs for IT Startup for how to scale company with Sales.



Talk with Confidence

You will learn how to start and lead the conversation in Video meeting, cold calls or Face to face meeting with confidence after attending the session.



B2B and B2C Sales Cycle

Understand how to expand your agency with B2B partnerships and Direct Clients with use of B2b and B2c Sales Models.



Close High Ticket Clients

Worry about charging high price to clients? follow the actionable tips and you will able to charge more for your services.

WHAT MY CLIENT SAY



Siddharth Shukla • 1st

👤 Building next generation of Mobile/Web Apps 📱 for next generation of Entrepreneurs.
1h • 🌐



Sandeep was on fire 🔥 during his sessions. It was hell of resourceful collaboration with him. He is obsessed about helping BD/Sales executives achieve greatest feat. Tons of resources and toolkits on sales/BD, IT'S QUITE A PACK HE IS EQUIPPED WITH! (Funnels, Marketing, Bidding, and what not in his pack - it's wholesome)

It's always false knowledge that you are so certain of propel you into trouble. Mark my words: [Sandeepsingh Sisodiya](#) will diverge you the right path on BD and serve you with the right knowledge. I can't recommend him enough.

Carpe diem, folks. Give him a shot to accelerate your figures.

[#sales](#) [#businessdevelopment](#) [#coach](#)

Sanket Patel **Ceo**



Hello friends, I am excited to announce that we just closed a lead from Clutch. The first version is worth USD 47,000. And we already received the advance 25% amount 😊😊

Thank you so much, Sandeep for all your guidance about profile representation and everything about sales. The expert lecture by Swetketu was also helpful to professionally close the deal considering all contract documents. Thank you 🙏

1:16 PM

Amit Patel



Hello @[Sandeepsingh Sisodiya](#)

When I can get first project at that time it's ticket size is \$5200 now in your guideline I have touched it to \$10080

Thank you for your helping nature. Also client has wants to I'll be there at app launch time

4:52 PM

Hitul Mistry



Congrats, you're invited

Jyoti Laxkar

2:00 PM

Hi Hitul,

Congratulations, your impressive development experience qualifies you for a free Upwork Skill Certification assessment.

The next step in the process is to complete a [free Upwork Skill Certification assessment](#). Please sign up [here](#) to confirm your willingness to complete this step. Once you've signed up, request an identity-based member to schedule your assessment.

After you successfully verify your identity you'll be invited to the next step - to take the first of two coding tests for the assessment.

[Learn more about Upwork Skill Certification](#)

If you have any questions or feedback as you go through the process, please feel free to reach out. We're here to help!

Thank you!

Hitul

I have Upwork account for 4-5 years but I did not do anything much other than updating my profile as per the guidance of @Bhavik and @[Sandeepsingh Sisodiya](#) this week.

I got some response from Upwork. Thanks, @[Sandeepsingh Sisodiya](#) and @Bhavik

Seeing some progress based on tips without much effort.

5:35 PM

FEEDBACKS



Ushma Shah • 1st

Technical Director at TeQ Buddies Infosoft Pvt Ltd
13h •

It was really wonderful experience with Sandeep Sisodiya, We learn many new things about business development. The course is designed so well and has covered each and every aspect of business enhancement skills. I have already started implementing techniques taught by him and found those very useful.

Thank you so much [Sandeepsingh Sisodiya](#) for the amazing Course and guidance.

[#learning](#) [#experience](#) [#businessdevelopment](#) [#thankyou](#)



CERTIFICATE

Business Development & Sales Master Class Batch

Ushma Shah

Director (Teq buddies)

📍 Ahmedabad

On successful completion of 30 hours Course on Business Development & Sales. They have been tested on best practices and are ready take on sales approach to generate more leads, close the deals, and Building growth strategies for company.

Sandeepsingh Sisodiya
Founder-Approw Solution

20/12/2020
Date

Sandeep Sisodiya
www.sandeepsisodiya.com



Janak Darji • 1st

Managing Director at Honeycomb Softwares
18h •

Happy to share this certificate in Business Development and Sales. Thank you [Sandeepsingh Sisodiya](#) and their team to design and deliver this great & unique course that covers most of the pain points we generally face in IT Sales. I am happy to share this certificate and this course helped me to improve a lot on business development and sales. Slowly started implementing the process and I can see the improvements. All the best to you and your team and keep in touch.

[#certifications](#) [#businessdevelopment](#)



CERTIFICATE

Business Development & Sales Master Class Batch

Janak Darji

Director (HoneyComb Software Pvt. Ltd.)

📍 Ahmedabad

On successful completion of 30 hours Course on Business Development & Sales. They have been tested on best practices and are ready take on sales approach to generate more leads, close the deals, and Building growth strategies for company.

Sandeepsingh Sisodiya
Founder-Approw Solution

20/12/2020
Date

Sandeep Sisodiya
www.sandeepsisodiya.com



Anuj Shroff • 1st

Business Development Executive at Monkdesk Technologies
3h •

Truly captivating and fascinating course. Gives you a lot of data about Business Development and B2B Sales. Would energetically suggest this one! [Sandeepsingh Sisodiya](#)



CERTIFICATE

Business Development & Sales Master Class Batch

Anuj Shroff

BDE (Monkdesk Technologies)

📍 Ahmedabad

On successful completion of 30 hours Course on Business Development & Sales. They have been tested on best practices and are ready take on sales approach to generate more leads, close the deals, and Building growth strategies for company.

Sandeepsingh Sisodiya
Founder-Approw Solution

20/12/2020
Date

Sandeep Sisodiya
www.sandeepsisodiya.com



Rujal Parekh • 1st

Business Development Manager at IBL INFOTECH
24m • Edited •

Great Course [Sandeepsingh Sisodiya](#). I love the way it is designed, delivered. I learned a lot. The most important part is that I enjoy every bit of the session and completing/implementing everyday.
Thank you for such an amazing course.



CERTIFICATE

Business Development & Sales Master Class Batch

Rujal Girishbhai Parekh

BDM (IBL INFOTECH)

📍 Surat

On successful completion of 30 hours Course on Business Development & Sales. They have been tested on best practices and are ready take on sales approach to generate more leads, close the deals, and Building growth strategies for company.

Sandeepsingh Sisodiya
Founder-Approw Solution

20/12/2020
Date

Sandeep Sisodiya
www.sandeepsisodiya.com

13 • 6 comments

PROOF OF MY WORK



Ankit Mori



Helping Startups to convert their ideas to effective products using technologies...

I am Glad that I have joined this course, I have added one more skill to my self as Bussiness Development. Thank You So Much Sandeepsingh Sisodiya for guiding us and for giving us deep knowledge related to the Sales process, Sale Pipeline and how can we do effective marketing and branding for our Company. It was an amazing experience and a life-changing event for me.

[#sales](#) [#marketing](#) [#branding](#) [#strategy](#)
[#success](#) [#leadership](#) [#marketingstrategy](#)



57 • 9 Comments



Mayur Domadiya



Founder | Accompanying your startup journey with the help of technology

Finally I added one more skill in my professional journey. Thank you so much Sandeepsingh Sisodiya to giving a chance. It was amazing experience and lot of things I learn from you and thank you for allowing me to part of your mission.

[#thankyou](#) [#kudos](#) [#experience](#)
[#goingaboveandbeyond](#) [#teampayer](#)
[#inspirationalleader](#) [#teamwork](#)



34 • 5 Comments



Sanket Patel



Founder | Accompanying your startup journey with the help of technology

And the amazing journey concluded. The weekend morning hours still reminds me of the energy, ideas and super-duper sales learning from Sandeepsingh Sisodiya and the team.

Thank you so much, Sandeep 🙏 for all the guidance about sales, its processes and for sharing the practical ideas to boost the sales 🚀

Strongly recommend it to any company/freelancers looking to streamline their IT sales process and improve their sales funnels. Simply, opt for the course and start getting results in months rather than doing try and error on your own for years✅

[#salesmasterclass](#) [#sales](#) [#it](#) [#sandeepsisodiya](#)
[#salesfunnels](#)



57 • 9 Comments



Brijesh Babaria



Helping the digital world through user experience

Being an entrepreneur improves many useful techniques like lead generation & tracking, complete portfolio preparation, how to work with Upwork and other platforms, storytelling, job filters, BCG matrix.

I will learn the importance of asking better questions and how to participate and handle sales objects. Got to know how to improve our technical skills in sales, marketing, and BD.

I will learn a new approach toward creating the portfolio sheet, LMS, and drafting proposal, NDA & profile optimization on Upwork & LinkedIn.

Thank you Sandeepsingh Sisodiya for such great courses.



33 • 10 Comments

BRANDS WITH WHOM I HAVE CONTRIBUTED

I Have Worked And Helped 100+ Brands In 8 Years



BRANDS WITH WHOM I HAVE CONTRIBUTED

I Have Worked And Helped 100+ Brands In 8 Years



PARTICIPANTS



I Am Solving Problems Of IT Startups, Agency Owners And Sales Professionals With Pro Sales Strategies.

🎯 I am on mission to empower 10K + IT professionals in Sales



Sandeep Sisodiya

(IIM Indore Alumni)



100+ IT CEO/Founders Mentee



50+ LinkedIn Reviews



101+ Google Reviews