

KAVITHA LETCHMANA

Facilitator and Coach

Kavitha Letchmana is an enthusiastic Facilitator & Coach who helps people master relationship building with internal and external stakeholders that results in a profitable organization.

Being a Sales Practitioner over 11 years, she has the credibility and confidence in designing and delivering Relationship Selling Skills (Sales & Marketing) Training. Her training is customized to nature-of-business with easy-to-apply techniques for immediate application and encouraging results.

Kavitha's passion for training has made her research the supplementary tools that contribute to successful sales. She has identified that Mindset, Rapport Building, Communication, and Customer Experience is the key supporting skills needed by a sales professional. She then developed and delivering this type of training for junior to mid-level management.

Apart from that, Kavitha is skill-full in Management and Leadership. Her leadership role started when she held a position as a team leader. Eventually, she becomes a manager and then a general manager. During this term of leadership, she has been proactively managed employees and stakeholders. The wide leadership experience has given her the courage to own and operate KPK Millennium Consultancy as CEO.

AREAS OF SPECIALIZATION IN TRAINING:

- Relationship Selling Skills.
- Building Relationship @ Work.
- Communication Skills.
- Customer Service/ Experience.

AREAS OF SPECIALIZATION IN COACHING:

- Sales Coaching.
- Business Coaching.
- Performance Coaching.

CLIENTS BENEFITTED FROM KAVITHA'S TRAININGS:

- Transwater Tenaga Sdn Bhd.
- McDonalds Malaysia.
- Prudential Insurance Berhad.
- Public Mutual Berhad.



ACADEMIC QUALIFICATION

B.Sc. (Hons) Industrial Biotechnology,
University Industry Selangor

Diploma of Management, Australian
Education & Training Services

ACADEMIC QUALIFICATION

Certified Professional Coach,
Federation University Australia

Certified Trainer, Pembangunan
Sumber Manusia (PSMB)

Professional Learning Facilitator,
Take Charge

MEMBERSHIP

- Associate Member of International, Association of Coaching (IAC).
- Member of Malaysian Association of Professional Trainers And Coaches.

