

Miller Heiman Expands to India through Local Partnership

Sales Principles to Provide Sales Performance Training and Consulting Services

Gurgaon, Haryana, July 2, 2009 /[India PRwire](#)/ -- Miller Heiman announced continued global expansion to the Indian subcontinent through a partnership with Sales Principles to distribute its portfolio of sales performance solutions. This expands Miller Heiman's delivery capabilities in the Asia-Pacific region and provides discerning companies the opportunity to avail of these services through local expertise and using Indian currency.

As Miller Heiman's licensed distributor for the Indian subcontinent, Sales Principles is equipped to deliver and manage the entire Miller Heiman range of sales practice and process training products. "We are a consulting company with the core focus of injecting strategy and precision into the art of selling," says Priya Sachdev, director of sales and marketing for Sales Principles. "Sales Principles believes in long-term, holistic relationships with clients and is committed to facilitating sales success through the use of Miller Heiman products and services."

"Our strategy for global expansion includes partnering with companies who have strong practical expertise in sales management and a thorough appreciation for the needs of local business leaders," said Damon Jones, president and managing director of international at Miller Heiman. "We look forward to working with Sales Principles to extend Miller Heiman's offerings to clients in India."

Miller Heiman - The Sales Performance Company

Miller Heiman is the global leader in sales performance solutions with more than 30 years of documented results. The company works with leading organizations to improve sales effectiveness through issue-based consulting and training. Headquartered in Reno, Nevada, Miller Heiman has additional corporate offices in the United Kingdom and Australia and offers programs worldwide in 15 languages. For more information, contact 877.506.2973 or visit Miller Heiman's website: www.millerheiman.com.

Sales Principles - Performance and Results

Sales Principles is a licensed distributor for Miller Heiman - The Sales Performance Company in the Indian subcontinent and is accredited to deliver and manage the Miller Heiman range of sales practice and process training as well as development products. The Miller Heiman processes are simple, yet able to bring about tremendous changes to the sales culture of organizations and thereby increase revenue. The Sales Principles directors and core facilitators are certified Miller Heiman sales practitioners and have many years of sales, sales management, account management and sales training experience to draw from. Facilitators are from across industries, giving clients the option of choosing the best fit for specific needs. Headquartered in New Delhi, Sales Principles has offices in Mumbai and Bangalore as well as support available across India.

Notes to Editor

Sales Principles is a consulting company with the core focus of injecting strategy and precision in to the art of selling. Sales are the bedrock of organizational growth and we believe that well researched and validated processes are the key to consistent success. In today's turbulent scenario, we propose to partner with you to help your organization achieve more sales, better sales.

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