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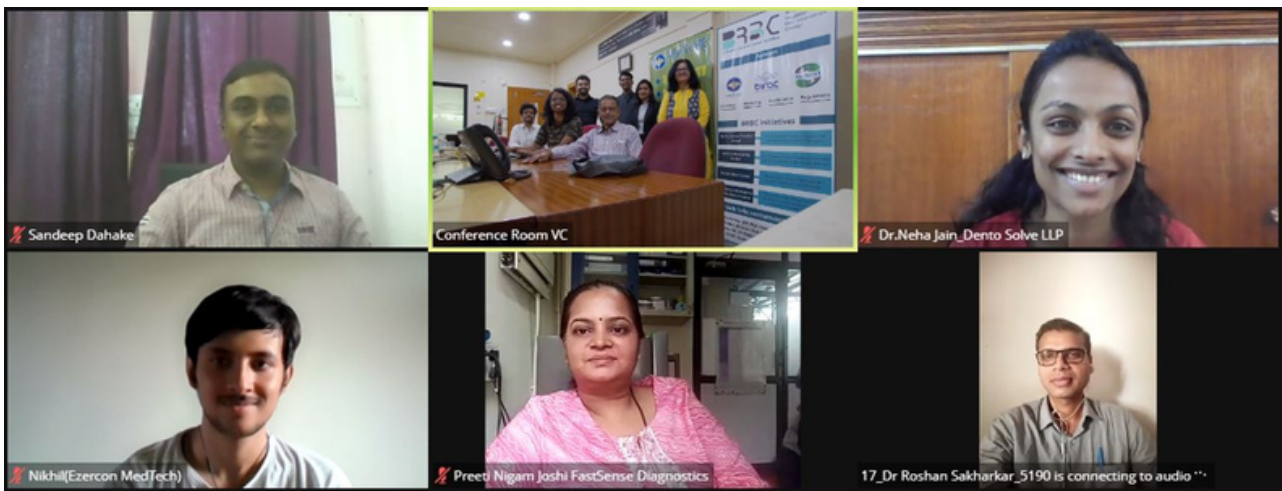
In collaboration with



Report | Venture Base Camp on Sales Pitching Workshop for Startups with Ravi Sarangapani | Tuesday & Wednesday | 13th & 14th September 2022

About the Event

Venture Base Camp (VBC) aimed at startups across various stages to learn exactly what you need to communicate about yourself and your business, by constructing an all-inclusive and effective sales pitch for your idea or Startup! This hybrid workshop is designed to train entrepreneurs and business owners how to properly present sales pitches.



Content

DAY1:

The workshop included the right balance of talks to understand concepts and group discussions, or activities to learn the practical implementation of the discussed concepts.

Topics included were:

- One Size Does Not Fit All – Understanding your Customer Universe
- The play of Logic and Emotion in Sales
- Structure and Flow

DAY2:

The second day involved startups mainly working on their own sales pitches, refining them based on comments received by the mentor and eventually giving demo sales pitches for the audience.

List of Participants

| Sr No | Name | Affiliation | Location |
|-------|-------------------|---------------------------------------|-----------|
| 1 | Piyush D. Ukey | Nu Ossa Mediquip Pvt Ltd | Nagpur |
| 2 | Neha Jain | Dento Solve LLP | Bangalore |
| 3 | Sandeep Dahake | Precisurg Pvt Ltd | Nagpur |
| 4 | Aman Singal | Ezercon Medtech India Private Limited | Mumbai |
| 5 | Kunal Patel | Entel Healthtech Private Limited | Ahmedabad |
| 6 | Roshan sakharkar | AUR INNOVATIONS PRIVATE LIMITED | Nagpur |
| 7 | Harshesh Gokani | ForHealth | Pune |
| 8 | Prateeksha Mintri | ForHealth | Pune |
| 9 | Arun Somasundaram | Mother diagnostic systems pvt ltd | Bangalore |
| 10 | Shubham Singh | CraSte | Pune |
| 11 | Shubham upadhyay | Earthly Exports LLP | Gwalior |

Evaluation

| Rating Scale | |
|--------------|--------------------|
| 1 | Bad |
| 2 | Well Below Average |
| 3 | Below Average |
| 4 | Average |
| 5 | Good |
| 6 | Very Good |
| 7 | Excellent |

Feedback Score/ Featured Testimonials

| Category | Avg (Min-Max) Count |
|------------------------------------------------------|---------------------|
| Overall Satisfaction with Event | 6 (5,7) 6 |
| Satisfaction with Content | 6.2 (5,7) 6 |
| Satisfaction with Speakers/mentors etc | 6.5 (5,7) 6 |
| Satisfaction with structure,design and pace of event | 5.5 (4,7) 6 |
| Satisfaction with food & beverages | 5.8 (4,7) 6 |

"Sessions were really great specially the play of logic and emotion in sales, it help us to understand the customer behavior, and strategy to pitch product to them . "

-Piyush D. Ukey

"Throughout, it was good. Especially, getting to have a one on one meet with Ravi was extremely useful."

-Harshesh Gokani

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