

Corporate Readiness Masterclass for MBA & Tech-Management Students

For students targeting Consulting, Presales, SaaS, IT Services, Enterprise Sales, Product, and Growth roles.

Influence Without Power

Cross-Team Influence at the Bottom of the Sales Funnel

Working Across Matrixed Organizations

Bottom-of-funnel conversion requires cross-department collaboration.

Even small asks can stall without relationship leverage

Influence is more important when formal authority is absent



About SMELOOP

Live software demonstration

Proof-point discovery & influence management

Embedded in a transformation patent

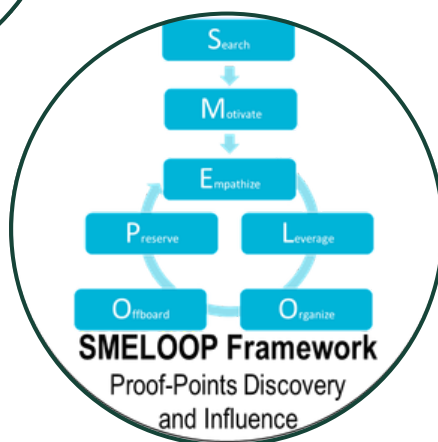
What Participants Take Away

Dotted-line influence logic

Proof-point discovery mindset

Stakeholder navigation skills

Interview-ready influence narratives



Sambit Bhattacharya

Founder - The QuietApex™

Proposal Strategy | Reliability Roadmaps | Buyer Confidence

B.Tech, NIT Calicut | 20+ years across Cognizant, IBM, Wipro and TCS | Experience spanning delivery, proposal strategy, consultative selling and enterprise transformation | SDA Bocconi - Growth & Transformation Program | Inventor of two patented computer-implemented methods in enterprise transformation and educational pedagogy

Invite for a 90-Minute Immersive Session

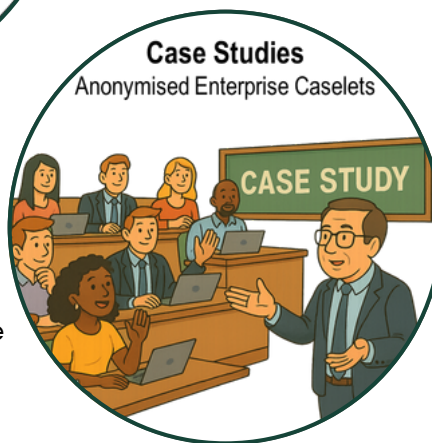
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Intellectual Attribution & Ownership:

SMELOOP is proprietary to Sambit Bhattacharya and embedded within a patented transformation method.

Case Studies

Anonymised Enterprise Caselets



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Founder Profile

