

## Corporate Masterclass on Proof-Points Discovery for Qualified Pipeline Conversion

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

# Influence Without Power

## Leadership Beyond Org Charts

### Working Across Matrixed Organizations

Sales, delivery and leadership often move in separate reporting lines  
Even small asks can stall without relationship leverage  
Influence is more important when formal authority is absent

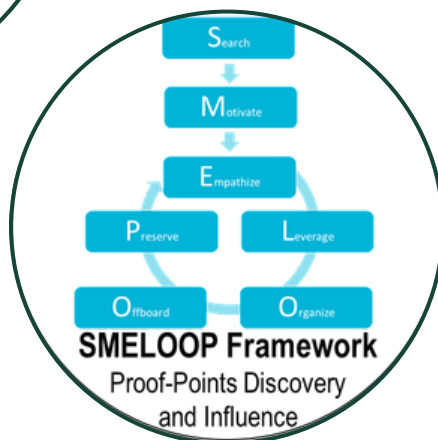


### About SMELOOP

Proof-point discovery & influence management  
Embedded in a transformation patent  
Live software demonstration

### What Participants Take Away

Proof-point discovery methodology  
Build influence without formal authority  
Build buyer confidence



## 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

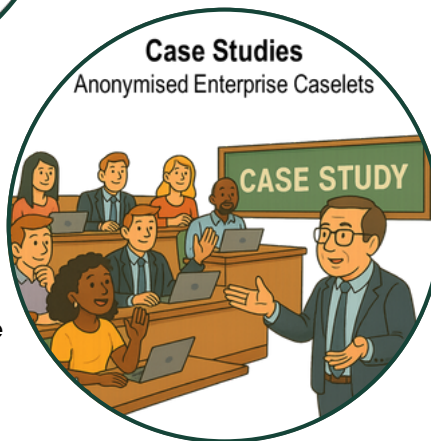
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### Intellectual Attribution & Ownership:

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

### Case Studies

Anonymised Enterprise Caselets



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