



Susee Motors (India) Private Ltd.,

To Whomsoever It May Concern

We at Volkswagen Vellore – Susee Motors (India) Private Limited had the opportunity to engage Mr. S. Sathish Kumar as our Management Consultant and Corporate Trainer for a period of one year, from April 2025 to March 2026.

During this period, Mr. Sathish Kumar was involved in various management development and training initiatives, including **leadership interaction, individual coaching, business reviews, and training sessions for our Sales and Service teams.**

His engagement with our organization provided useful inputs in the following areas:

Areas of Contribution

- **Business Review & Strategy:** Conducted periodic discussions and reviews with the management and functional heads, providing an external perspective on business performance and areas requiring attention.
- **Sales Performance:** Worked closely with the Sales team on improving sales planning, follow-up practices, target orientation, and customer engagement.
- **Leadership Development:** Conducted one-to-one interactions and coaching sessions with selected department heads, focusing on leadership effectiveness, accountability, and execution.
- **Team Training & Motivation:** Conducted practical training and motivational sessions for our Sales and Service teams, with emphasis on achieving targets, improving team coordination, and maintaining a performance-oriented approach.
- **Business Development:** Shared suggestions and explored opportunities for improving business performance and identifying additional avenues for revenue generation.
- **Management Discipline:** Encouraged structured review mechanisms and greater focus on follow-up, accountability, and timely execution of agreed action points.

Mr. Sathish Kumar's approach to consulting and training is **energetic, practical, and business-oriented**. His interaction with our teams contributed positively to their confidence, awareness, and focus towards achieving organizational objectives.

We appreciate the time and effort he invested in working with our organization and wish him continued success in his consulting and training endeavours. We would be pleased to consider future opportunities for collaboration.

For Susee Motors (India) Private Limited,

S. MANIVANNAN
Managing Director